



Work Session Agenda
Thursday, May 28, 2020, 9:00 AM
Public Safety Complex, Municipal Court Room
701 Queen City Parkway, Gainesville, GA 30501
Mayor or Mayor Pro Tem Presides

*DUE TO THE CURRENT STATE OF EMERGENCY AND THE NEED FOR SOCIAL DISTANCING,
PUBLIC PARTICIPATION WILL BE AVAILABLE VIA FACEBOOK LIVE AT
www.facebook.com/GainesvilleGeorgiaGovernment.*

CITY MANAGER ISSUES

Fiscal Year 2021 Recommended Budget

Bryan Lackey

MAYOR/COUNCIL ISSUES

CITY ATTORNEY ISSUES

Resolution: Gainesville Renaissance Land Swap

Abb Hayes

CITY CLERK ISSUES

EXECUTIVE SESSION

ADJOURNMENT

Final: Tuesday, May 26, 2020, 5:24 PM
Revised: Tuesday, May 26, 2020, 5:33 PM

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 5/27/2020
Presenter: Bryan Lackey
Item of Business: Fiscal Year 2021 Recommended Budget
Meeting Date: 5/28/2020

Purpose of Request:

Presentation of the FY2021 Budget to be considered for adoption.

History/Background:

Historically, the City Manager presents the proposed budget for all funds to be considered by the governing body.

Facts & Issues for Consideration:

Department Recommendation:

Department Director:

Bryan Lackey

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

Amount Requested: **Source of Funds:**

Finance Comments:

Administrative Comments:

ATTACHMENTS:

Description	Type
☐ FY2021 Budget Presentation	Powerpoint Presentation
☐ FY2021 Recommended Budget	Cover Memo

Proposed Fiscal Year 2021 Budget

FY21 Budget Process

FY 2021 BUDGET CALENDAR

PHASE 1 - BUDGET PROCESS INITIATION

12/02/19	Monday	Operating and & CIP Workbooks Released
02/14/20	Friday	CIP Workbooks Complete
02/28/20	Friday	Operating Budgets Completed in New World
03/13/20	Friday	Council Retreat (Fair Street Neighborhood Center)

PHASE 2 -OPERATING, CAPITAL & GOALS BUDGET TEAM REVIEW / DEPARTMENT PRESENTATIONS

03/09/20	Monday	9:00 AM	Police Department & Confiscated Assets	City Manager's Office
		9:45 AM	Fire Department	
		10:30 AM 11:00 AM	Gainesville CVB	
03/11/20	Wednesday	11:00 AM	Golf Course Fund	City Manager's Office
		2:00 PM 3:00 PM	Department of Water Resources /Stormwater	
03/16/20	Monday	2:00 PM	Community Service Center	City Manager's Office
		3:00 PM	Community Development Department(s)	
		3:45 PM 4:15 PM	Administrative Services (HR, Muni Court, IT)	
03/18/20	Wednesday	9:00 AM	Public Works (Engineering, Street Maintenance, Traffic, Public Lands & Buildings, Cemetery, 10:30 AM Solid Waste, Vehicle Services, Airport)	City Manager's Office

Staff's Work Began in December

Department's Prepared their budgets based on the trends of the 1st Quarter of 2020

We held an abbreviated Infrastructure Retreat in February

We scheduled out Fair Street Retreat for March 13th

FY21 Budget Process

FY 2021 BUDGET CALENDAR

PHASE 1 - BUDGET PROCESS INITIATION

12/02/19	Monday	Operating and & CIP Workbooks Released
02/14/20	Friday	CIP Workbooks Complete
02/28/20	Friday	Operating Budgets Completed in New World
03/13/20	Friday	Council Retreat (Fair Street Neighborhood Center)

PHASE 2 -OPERATING, CAPITAL & GOALS BUDGET TEAM REVIEW / DEPARTMENT PRESENTATIONS

03/09/20	Monday	9:00 AM	Police Department & Confiscated Assets	City Manager's Office
		9:45 AM	Fire Department	
		10:30 AM 11:00 AM	Gainesville CVB	
03/11/20	Wednesday	11:00 AM	Golf Course Fund	City Manager's Office
		2:00 PM 3:00 PM	Department of Water Resources /Stormwater	
03/16/20	Monday	2:00 PM	Community Service Center	City Manager's Office
		3:00 PM	Community Development Department(s)	
		3:45 PM 4:15 PM	Administrative Services (HR, Muni Court, IT)	
03/18/20	Wednesday	9:00 AM	Public Works (Engineering, Street Maintenance, Traffic, Public Lands & Buildings, Cemetery, 10:30 AM Solid Waste, Vehicle Services, Airport)	City Manager's Office

Staff's Work Began in December

Department's Prepared their budgets based on the trends of the 1st Quarter of 2020

We held an abbreviated Infrastructure Retreat in February

We scheduled out Fair Street Retreat for March 13th

Then....

Governor's March 12th Press Conference

FOX 5 News Coronavirus Weather Good Day Sports Contests Email More



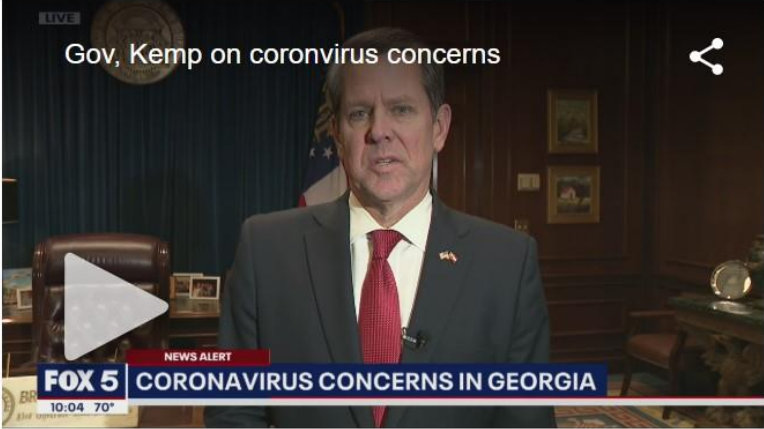
Schools should consider closing as early as Friday, governor says

Published March 12 | Updated March 13 | Coronavirus | FOX 5 Atlanta

ATLANTA - Gov. Brian Kemp has issued a call to action for local leaders as they prepare their communities for potential impacts from the coronavirus.

LIVE

Gov. Kemp on coronavirus concerns

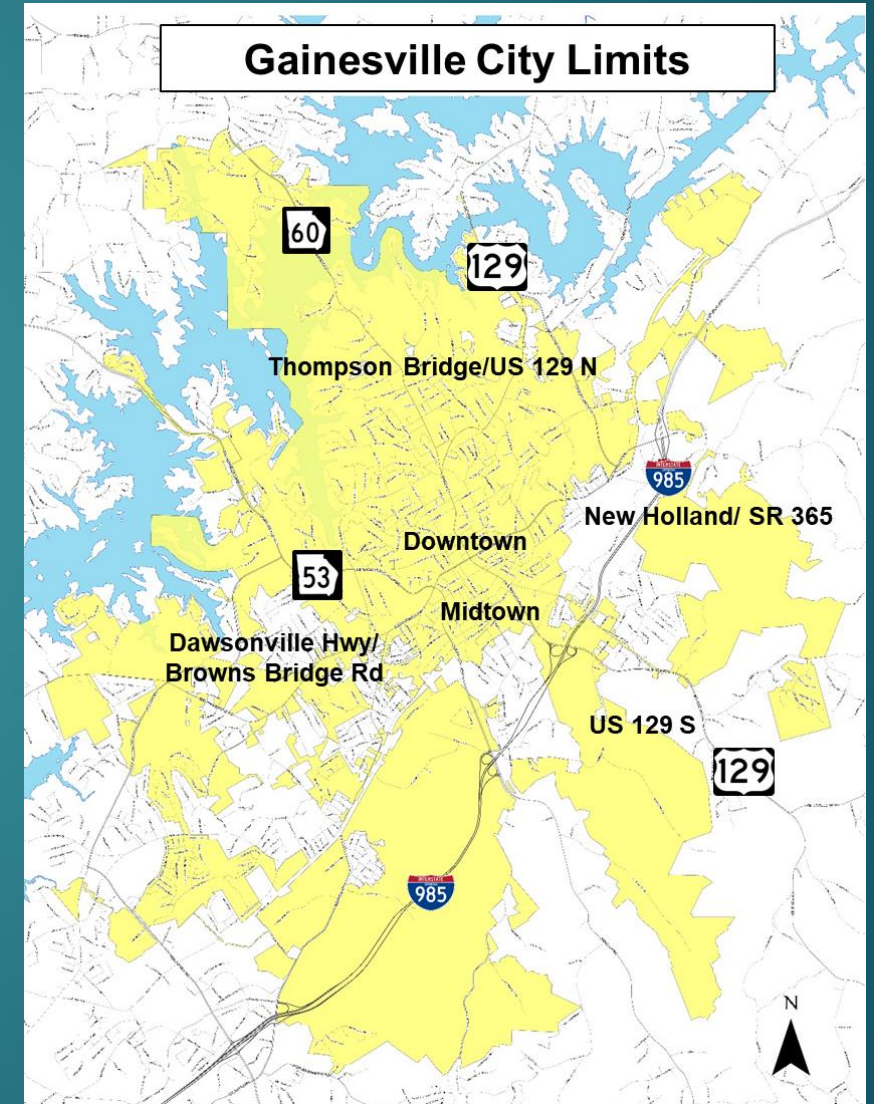


NEWS ALERT
FOX 5 CORONAVIRUS CONCERNS IN GEORGIA
10:04 70°

Gov. Kemp on coronavirus concerns
Governor Brian Kemp response to coronavirus concerns in Georgia.

During a 3 p.m. press conference Thursday, Gov. Kemp asked school districts and daycares to consider closing as early as Friday. The governor also ordered state workers to telework but said he would not be shutting down the government or closing the capital.

2020 Council Retreat Recap



2020 Council Retreat Recap

ACCOMPLISHMENTS

Budget Priority:
Quality of Life
Strategic Area: Citywide

GOAL: Address Mental Health Issues Facing LE

- 43 Officers now certified in CIT
- Secured Grant funding for MHC
- Officers trained in Mental Health First Aid



CHALLENGES + OPPORTUNITIES

Budget Priority:
Quality of Life &
Economic Development
Strategic Area: Citywide



- Demand for Fingerprinting Increasing
 - 1721 Fingerprints Processed To Date
- Demand for Meals on Wheels Increasing
 - First Time Exceeding 500 Households
 - Client # Larger Than Atlanta
 - 50+ New Client Requests Each Month
- Corona Virus' Impact on Aging Population
 - Develop Strategies To Protect Population
- Avoid 2020 Census Undercount
 - Every 77 People Equals \$1 Million in Funding We Lose

ACCOMPLISHMENTS

Budget Priority:
Operational Improvements
Strategic Area: Citywide

Purchase new 107' aerial tiller truck



Hook & ladder in service



INITIATIVES

Budget Priority:
Internal Operations
Strategic Area: Citywide

Work with new
Financial Advisors
to Increase rating

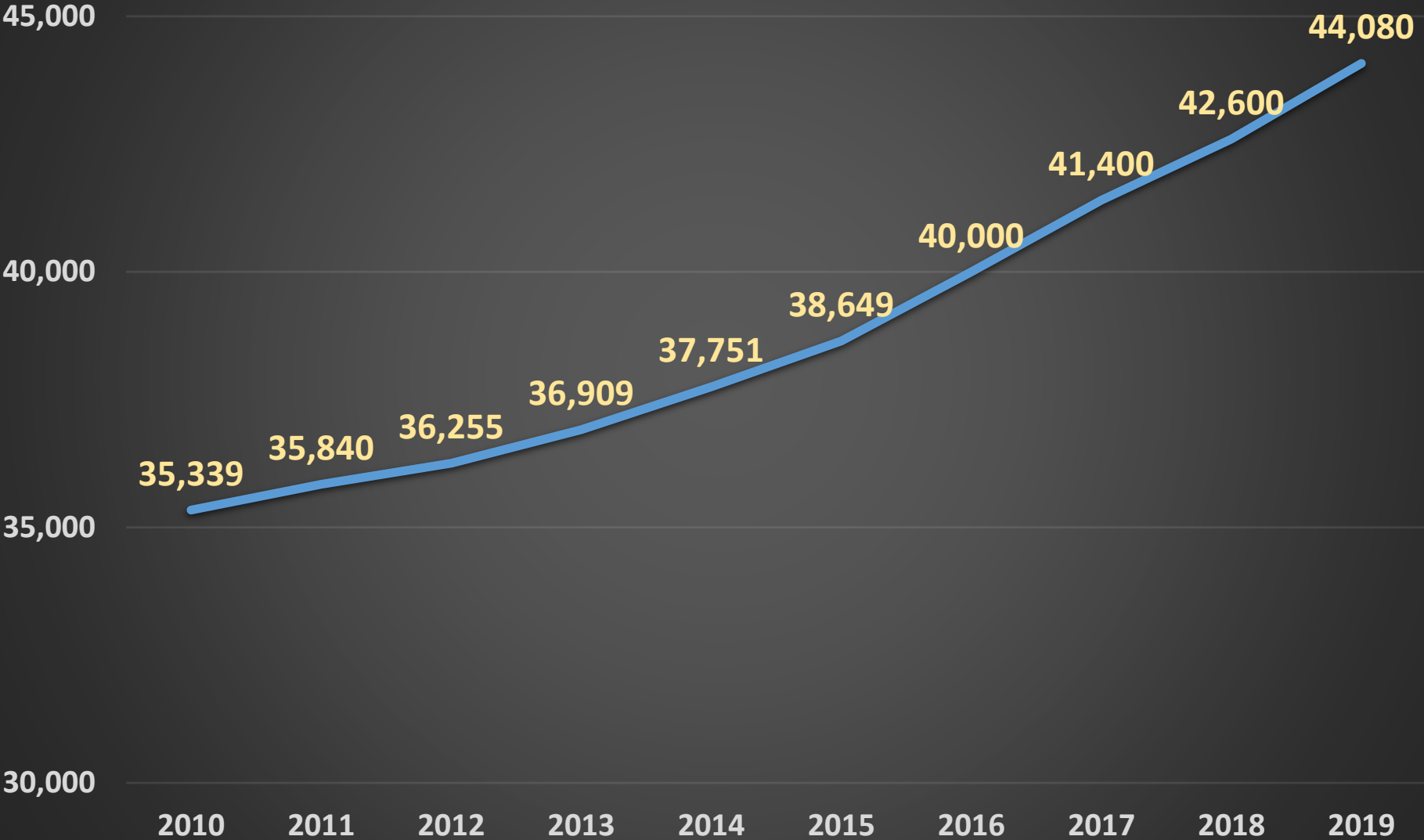
Currently - Aa2



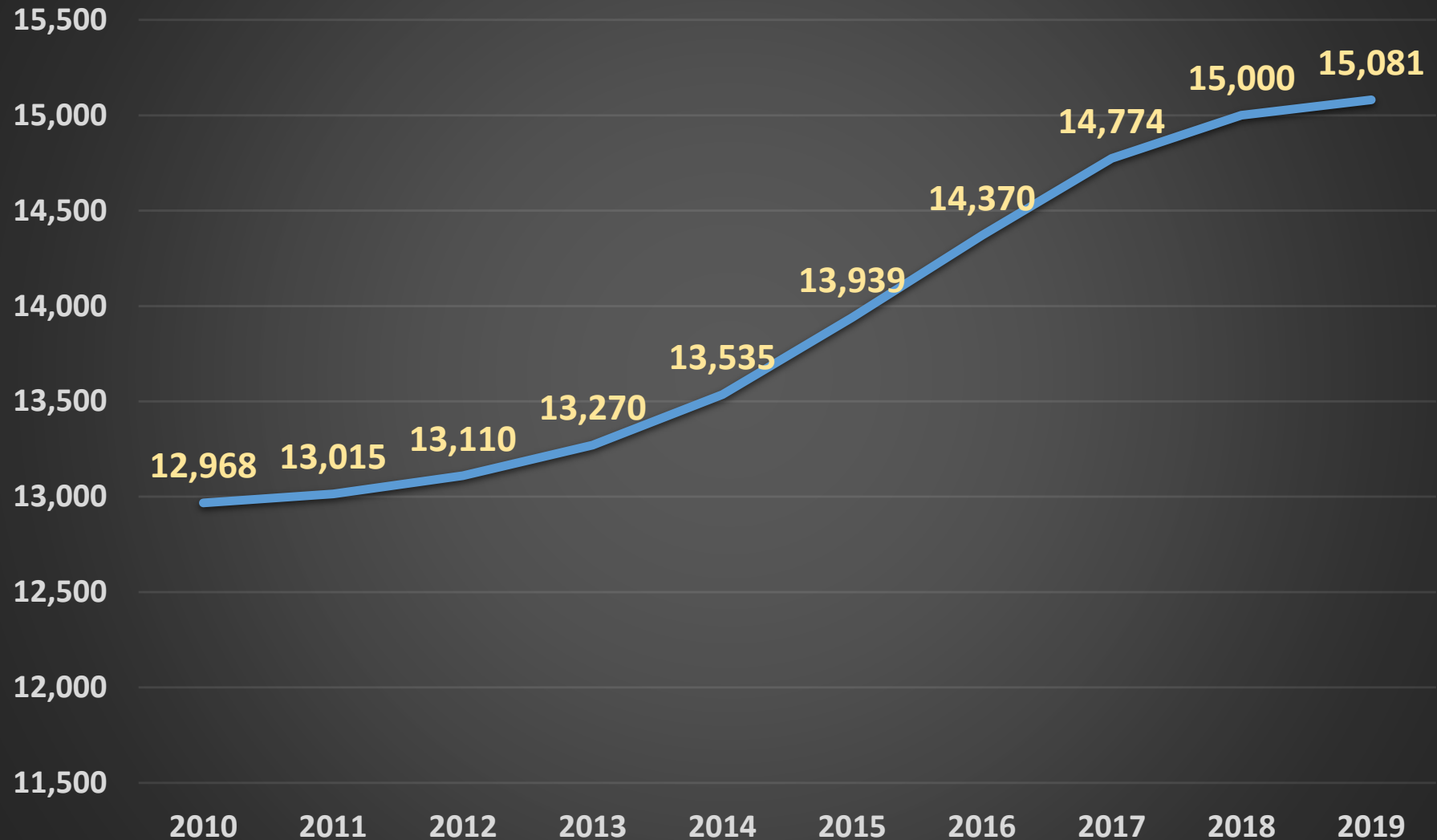
Gainesville (City of) GA			
Moody's Org ID: 600024338	LEI: 5493006Y11XKB3GGIF20	6 Digit Cusip: 362874	Market Segment: U.S. Public Finance
Entity: MUNICIPALITY	State: Georgia	County: Hall County, GA	
SENIORMOST TAX BACKED RATING	SENIORMOST REVENUE BACKED RATING	OUTLOOK	
Rating: Aa2	Rating: Aa2	Stable	
Type: Aa2	Type: LT SR REV UNDERLYING	Date: 31 Aug 2012	
Date: 11 Nov 2014			

	Long Term	Short Term
Investment Grade	Aaa	
	Aa1	
	Aa2	
	Aa3	P-1 (Prime-1)
	A1	
	A2	
	A3	P-2 (Prime-2)
	Baa1	
	Baa2	P-3 (Prime-3)
	Baa3	
Non-Investment Grade	Ba1	
	Ba2	
	Ba3	
	B1	
	B2	
	B3	
	Caa1	
	Caa2	
	Caa3	
	Ca	
	C	NP (Not Prime)

Population



Housing Units



2020 Council Retreat Recap



Adjustments for COVID-19 Impacts



Infrastructure/Capital Projects –Paving, Water & Sewer



Traffic Congestion Relief



Public Safety

Flyer



2021 BUDGET IN BRIEF

CONNECTING OUR COMMUNITY

Gainesville is committed to being an innovative city, providing a close-knit community feel in which to live, work, learn and play.

CITY OF GAINESVILLE'S MISSION

To enrich the community of Gainesville by practicing good stewardship of resources and providing innovative and exemplary services for all people.

TO ACCOMPLISH THIS MISSION WE WILL:

- Maintain the attitude of "Do more with less/efficiency first"
- Be exemplary in our service quality, low expenditures and effectiveness
- Continue to revitalize the Midtown area to further the close-knit community feel
- Be innovative in our economic development, in order to stimulate local economy
- Be accountable to citizens and each other for our actions
- Uphold the highest professional and ethical standards

Key City Services

40,464 Citizens served	6,763 Tons of trash collected	19,030,000 Gallons of water consumed a day
10,317 EMS & Fire Runs	718 Employees	2,371 Youth enrolled in athletics
458+ Acres of Parks	100,750 Police calls for service	11,445 Sewer connections
103 Sworn Officers	8,210 Sq. feet of sidewalk replaced	37 Sq. miles of police jurisdiction

*The data shown are available from the Comprehensive Annual Financial Report 2019

General Fund

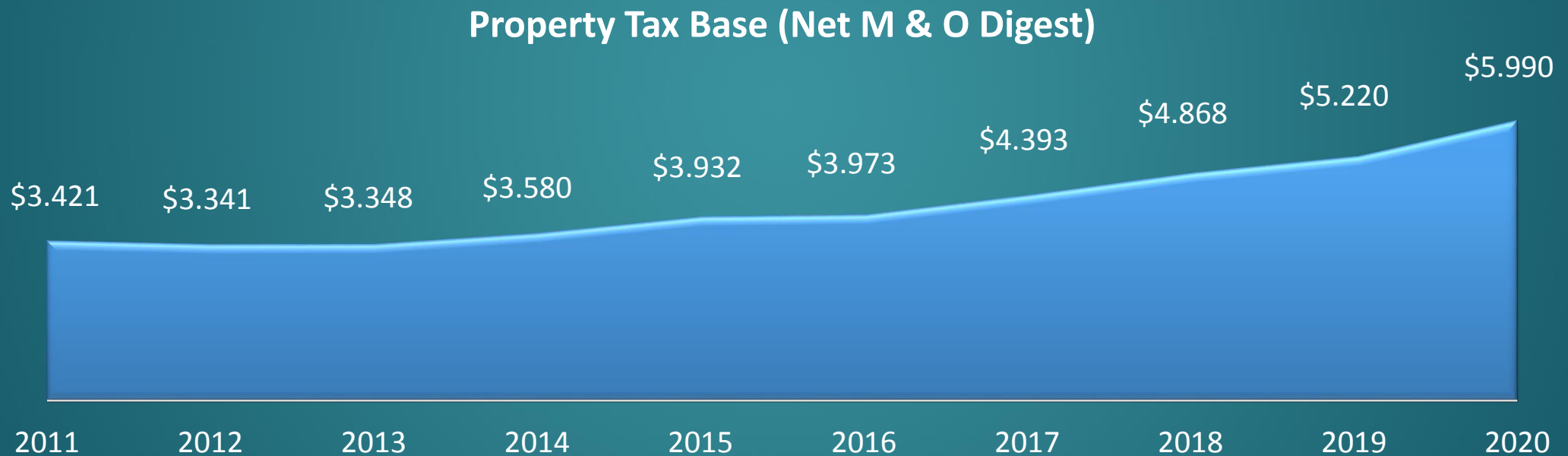
Proposed
Budget
\$28.8 M

9.8% Decrease
under Fiscal
Year 2020
Adopted Budget

Budgeted
Fund
Balance

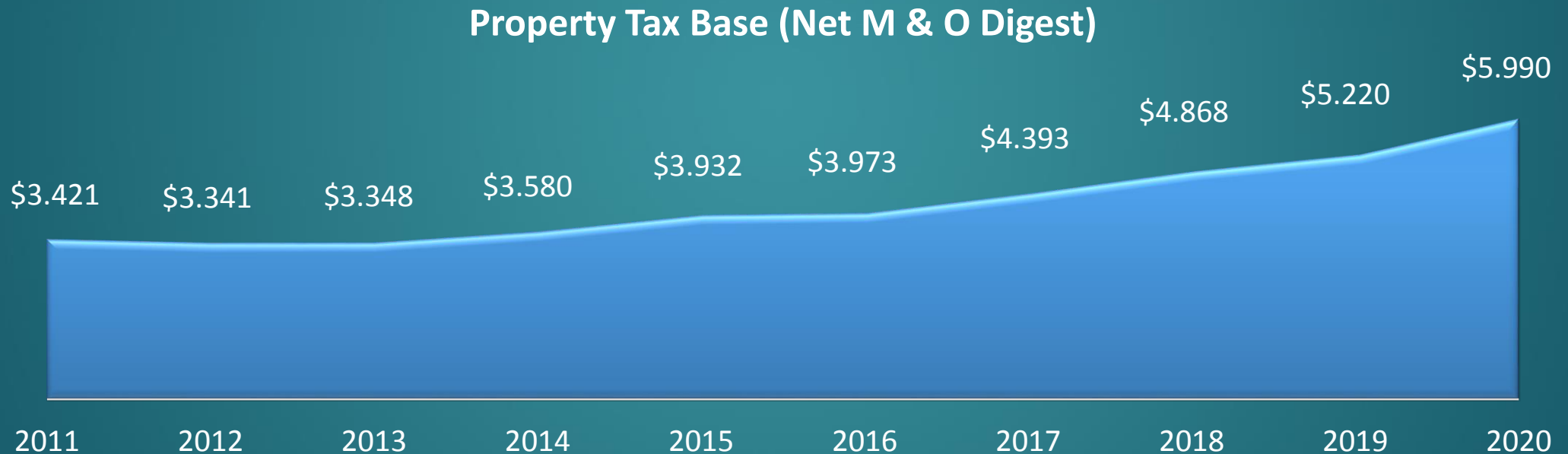
\$1.3M for
Capital Projects

General Fund



General Fund

**Recommendation: Adoption of a full roll-back rate, no tax increase.
3.322 to 3.250 mills**



General Fund

Revenues

- Property Taxes
 - 2.7% Increase (New Growth)
- TAVT (Title Ad Valorem Tax)
 - 53.8% Decrease
- LOST (Local Option Sales Tax)
 - 26.1% Decrease
- Franchise Fees
 - 1.1% Decrease
- Occupational Tax (Business License)
 - 15.5% Decrease
- Fines, Fees & Forfeitures
 - 44.9% Decrease
- Permitting & Zoning Fees
 - 46.4% Decrease

General Fund

Revenues

- Property Taxes
 - 2.7% Increase (New Growth)
 - TAVT (Title Ad Valorem Tax)
 - 53.8% Decrease
 - LOST (Local Option Sales Tax)
 - 26.1% Decrease
 - Franchise Fees
 - 1.1% Decrease
 - Occupational Tax (Business License)
 - 15.5% Decrease
 - Fines, Fees & Forfeitures
 - 44.9% Decrease
 - Permitting & Zoning Fees
 - 46.4% Decrease
- Total Operating Revenues
- 12% Decrease

General Fund

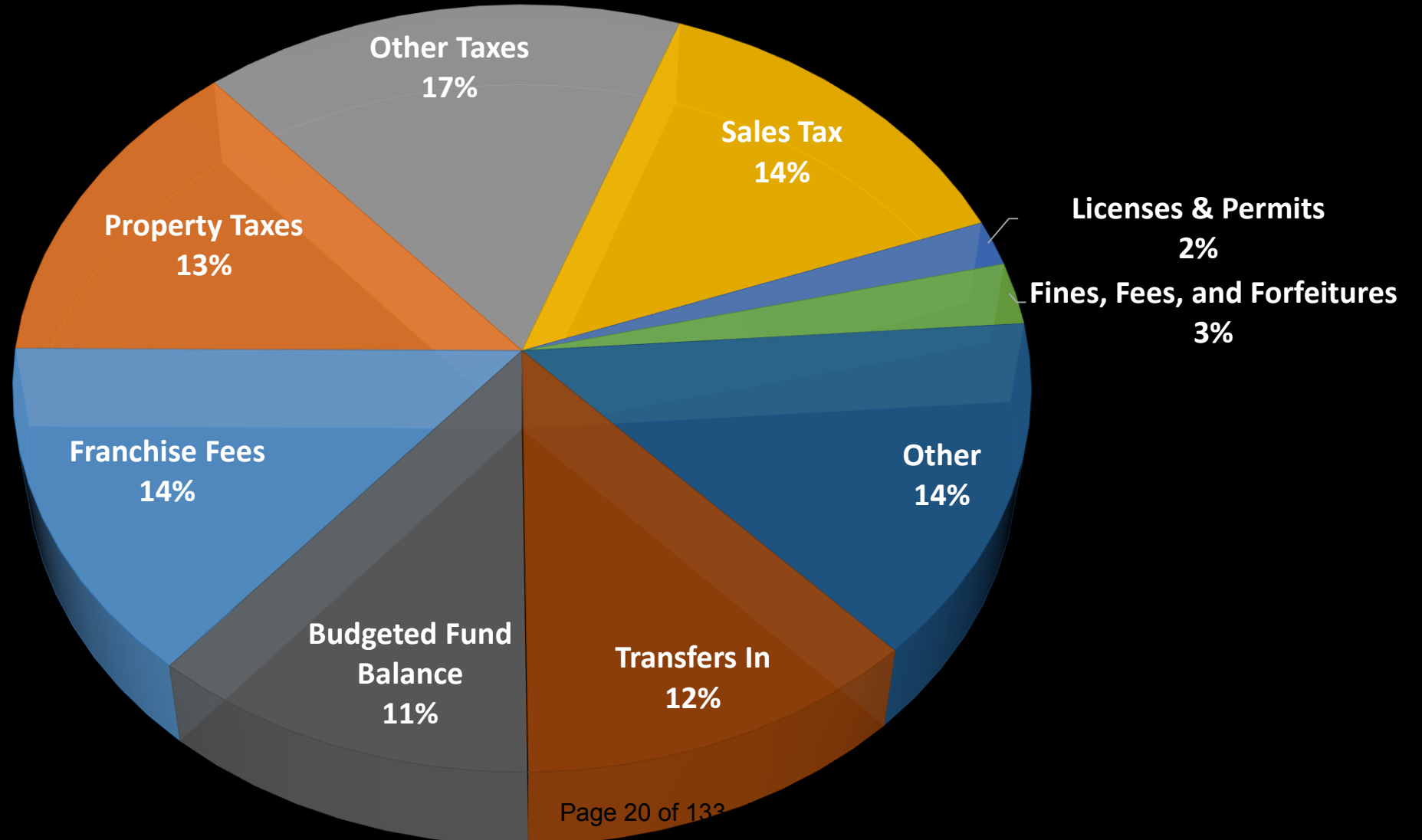
Expenditures

- Departmental Expenditures
 - 1.9% Increase
 - No pay Adjustments
 - No additional General Fund Positions
- Health Insurance
 - Increase due to Prescription Drugs
 - Continuing to Explore ways to Lower Costs and Reduce Risk
- Technology Costs
 - Network Enhancements – Security
 - Public Safety/E911 Upgrades
- Reduction in Capital Projects
 - \$1.3 Million for FY2021
- Use of Budgeted Fund Balance to Offset Revenue Losses
 - Financial Policy 3.0 Months
 - State Recommendation 2.0 Months
 - FY2021 2.7 Months

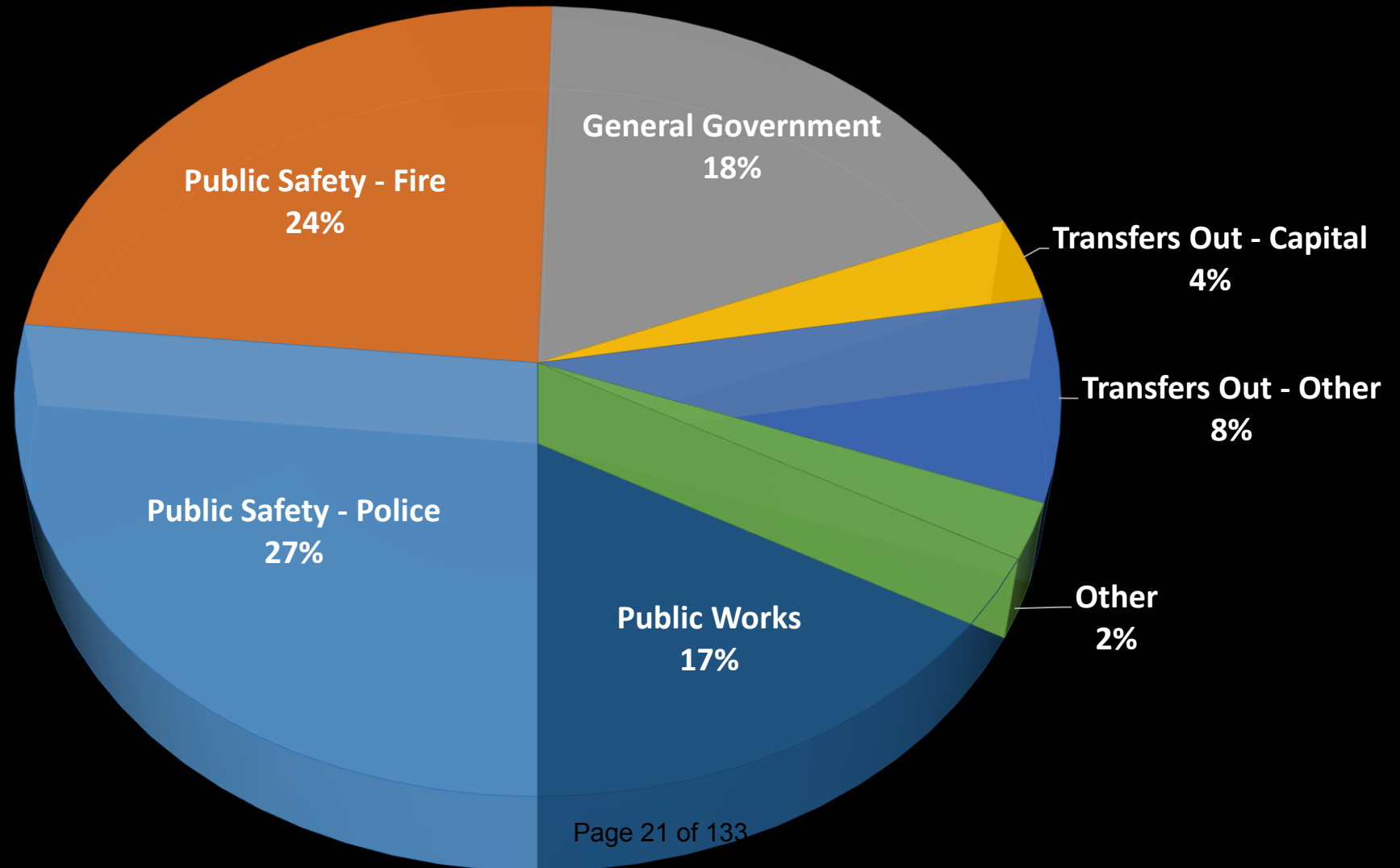
General Fund Capital Spending



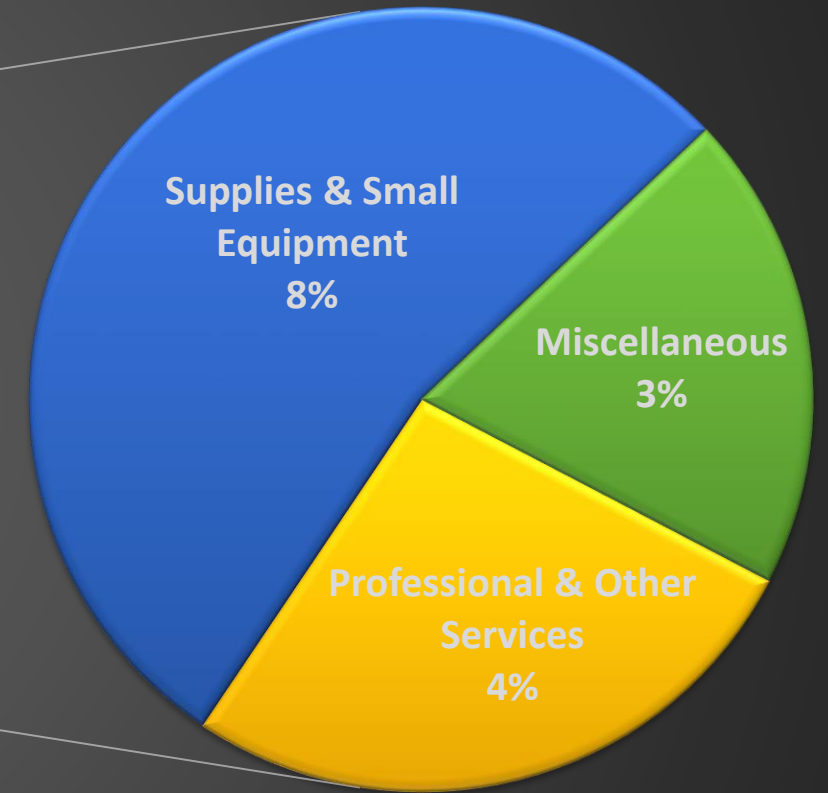
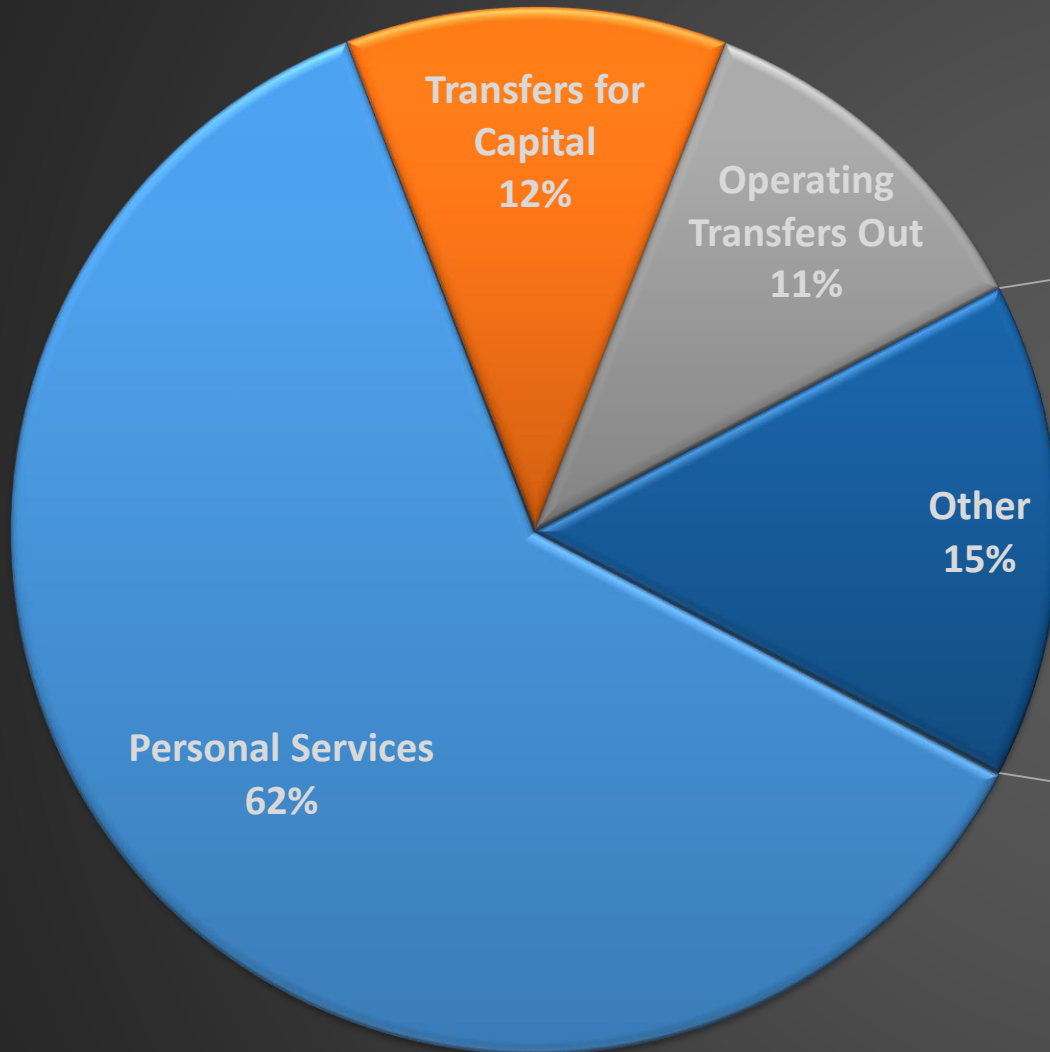
General Fund Revenues by Category



General & Fire Fund Expenditures (by Service Group)



General Fund Expenditures (by Category)



Other Funds (Total Budget)

- Fire Services \$ 9,052,003
 - Capital \$110K
 - Remain Constant at 1.25 mill
- Water Resources \$73,225,856
 - No Rate Increase
- Golf Course \$ 1,397,086
 - General Fund Transfers
 - Debt \$279K
 - Capital \$0K
- Parks & Recreation \$ 5,636,078
 - Stay at State Required 0.75 mill
- Community Service Center \$ 4,136,219
 - General Fund Transfers
 - Operational \$630K
 - Capital \$121K

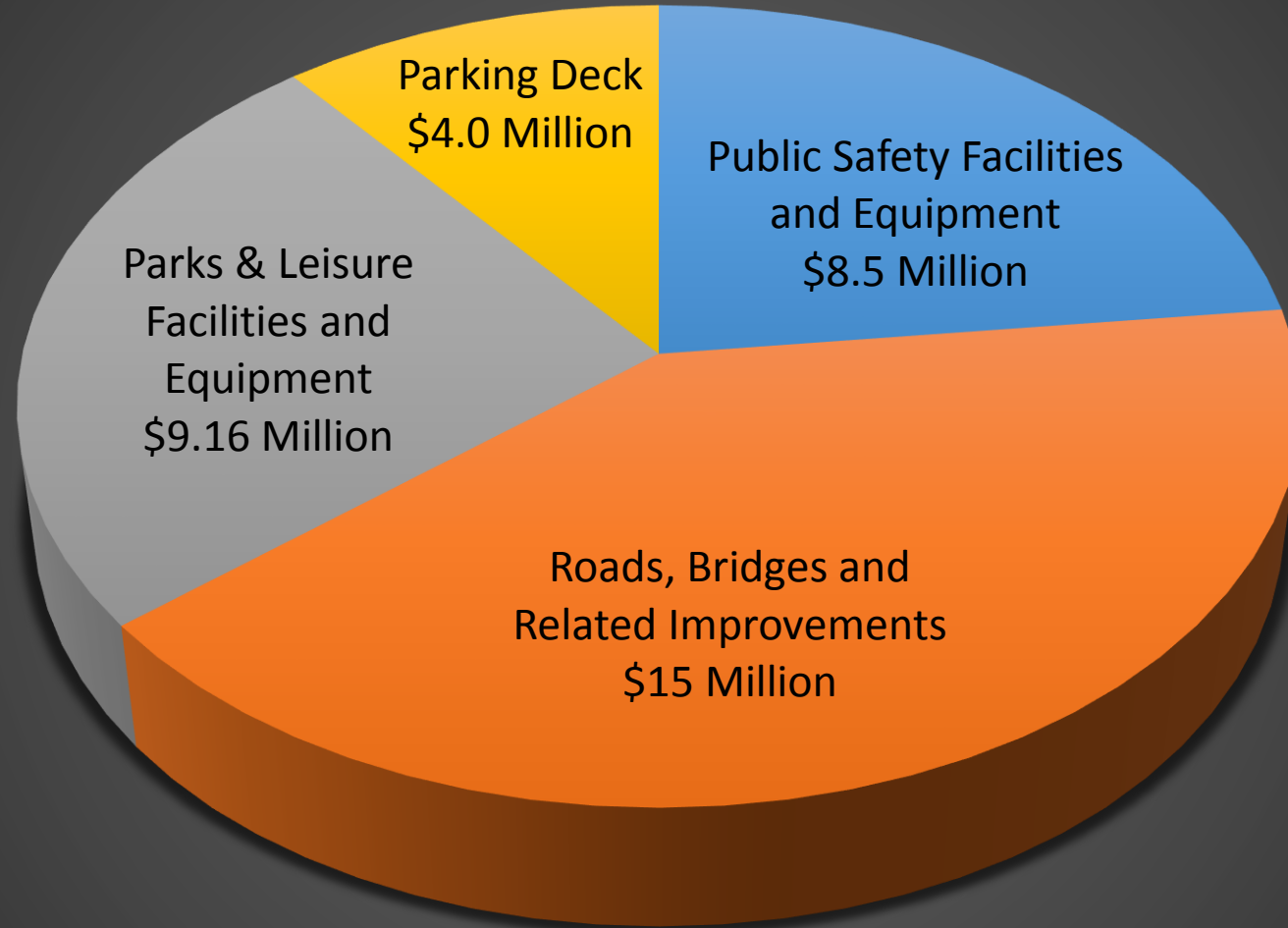
2021 Capital Improvements Plan

- Roadway Improvements/Resurfacing
- Intelligent Transportation System Network
- Memorial Park Dr. / Old Flowery Branch Rd
 - Intersection Design
- Fire Trucks - Pumper X 2
- Replacement Police Cars
- Police & Fire Radio Upgrades
- Library Parking Deck
- I/T Network Upgrades
- Maintenance & Upgrades at Flat Creek, Linwood, Riverside & Lakeside Plants
- Lift Station Improvements & Sewer Line Upgrades/Extensions
- Micro-Transit Vehicles (Fully Funded by FTA)
- Stormwater Infrastructure

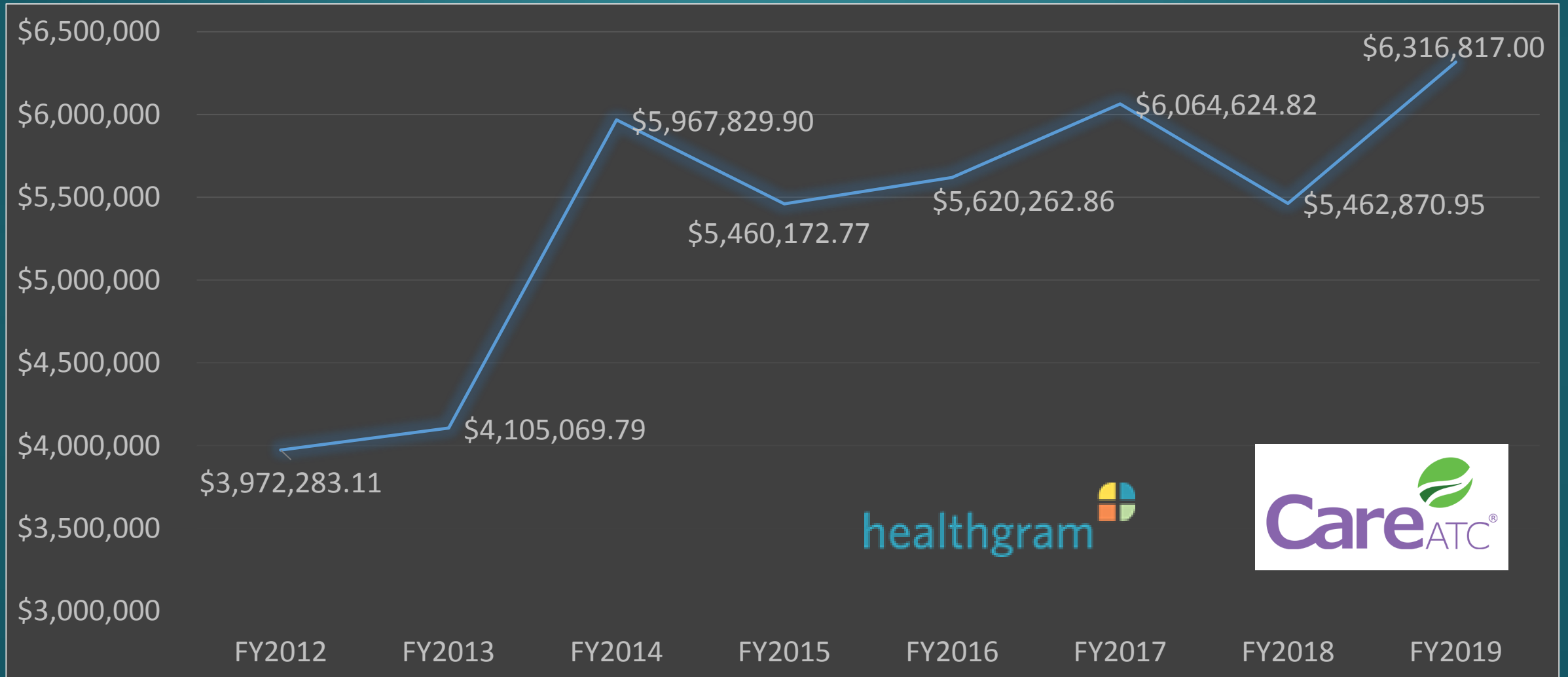
SPLOST VII (Ends June 2020)



SPLOST VIII – Gainesville Allocation



History of Health Care Claims Expense



FY2021 Highlights

- No Tax Increase. Roll-back millage rate equivalent to the total net assessed value added by reassessments. (Full Roll-Back)
- No Compensation Adjustments
No Planned Furloughs
Continued HDHP Incentives
- No Water/Sewer Rate Increase
- \$35.2M in Capital Projects (All Funds)
 - Transportation/Traffic Investments
 - Water & Sewer Infrastructure
 - SPLOST VII & VIII

BUDGET CALENDAR

BUDGET PRESENTATION

MAY 28 – 9 A.M.

JUSTICE CENTER

**701 QUEEN CITY
PARKWAY**

PUBLIC HEARING

JUNE 2 – 6 P.M.

JUSTICE CENTER

**701 QUEEN CITY
PARKWAY**

BUDGET ADOPTION

JUNE 16 – 5:30 P.M.

JUSTICE CENTER

**701 QUEEN CITY
PARKWAY**



GAINESVILLE







GAINESVILLE

TO: Mayor and Council
FROM: Bryan Lackey, City Manager
SUBJECT: FY2021 Recommended Budget
DATE: May 28, 2020
CC: Angela Sheppard; Jeremy Perry; Denise Jordan

This memo serves as an introduction and overview of my Recommended Budget for the City's Fiscal Year 2021. As we have done for many years in our preparation for the City's FY2021 budget, our Department Directors and other key staff were instructed to review their Department's Accomplishments over the past year, Challenges & Opportunities that lay ahead of them, and the Initiatives they plan to initiate for FY2021. After which they were to present to the City Council and myself how each of these relate to the City's strategic priorities as they began to prepare their respective budgets. These presentations were a part of the initiation of the City's budget process at our annual retreat in March. As you are aware, each Department Director completed this task at the March retreat, but each were aware that the budget they had developed for that day would no longer be valid as our world and the economic environment around us was quickly changing. After this March retreat, each Director was tasked with reevaluating their proposed budget by starting with their current, FY2020 budget, as a base, and analyzing what cuts could be made from this year's budget moving forward.

However this retreat was not in vain, as City staff did receive valuable input from you as to your concerns about the onsetting COVID-19 pandemic, as well as, your priorities for the coming year while reviewing the strategic priorities as they prepared their respective budgets. These include: Economic Development, Infrastructure Improvements, Internal Operations, Leisure Services and Quality of Life. Additionally, you may recall that we have broken down the City into five (5) geographic regions to identify the strategic planning needs of each of the various neighborhoods in our community. As each departmental budget was presented and reviewed, these five themes and strategic planning areas were applied to ensure consistency with the priorities and vision of the City of Gainesville. These priorities became the foundation for the formulation of departmental goals and objectives. The following sections will briefly describe how the budget addresses each strategic priority.

- Economic Development – Being the economic hub for North Georgia, Gainesville continues to lead the way as our medical, retail and industrial facilities draw countless

visitors every day growing our city to over 100,000 people during daytime hours. Also, our industrial parks and businesses employ thousands each day from the region.

A part of our success is due to our partnerships with various organizations within Hall County. Due to our partnership with the Economic Development Council (EDC), our community experienced the addition of nearly 300 new jobs through new and expanding businesses and an investment of \$94,400,000 (based on calendar year 2019 data from the EDC), the majority of this located in the City of Gainesville. This budget seeks to continue those partnerships by allocating \$150,150 to the Economic Development Council.

Investment in the growth and success of small businesses is critical for any city. This budget proposes to continue our commitment to the Manufacturing Development Center's Business Incubator with Brenau University, by allocating \$40,000.

- Infrastructure Improvements – With our position as the economic hub of the region, the number of workers that commute along with the visitors to our city and the commerce traveling through our city from North Georgia, the City experiences a strain on our traffic network. As we have discussed through the budget planning process, both this year and last, traffic congestion will only increase throughout the City. Therefore, we are pleased to propose the continued funding for the Intelligent Transportation System even in these trying times where Capital Investment will be reduced. Funding for this project allows the City to continue networking all traffic intersections with a monitoring hub that allows Public Works to more efficiently process traffic times. This project also allows Public Safety to identify high-risk areas and develop more robust traffic calming and enforcement strategies.

Beginning July 2020, SPLOST VIII will help facilitate paving, and other road improvement projects thanks to the voters of Gainesville and Hall County approving the extension of the one cent sales tax.

Another major infrastructure improvement is the SPLOST VIII funded North Downtown Parking Deck which is a partnership with Hall County and the Hall County Library system. This will create better parking availability for both the downtown Library branch and the merchants on the north side of downtown.

Our aging stormwater system will continue to receive a much needed infusion of dedicated funding under SPLOST VIII, \$1,000,000, for stormwater infrastructure in FY2021.

- Internal Operations – With the uncertainty that comes with the COVID-19 pandemic, every City Department has and will continue to evaluate all Internal Operations to maximize efficiency within our current budget structure. Due to this, no changes to employee compensation or benefits are proposed.

The other major component of our employee compensation is the health care benefits we are able to offer to employees. As the health care industry continues to evolve, insurance is a major cost of any organization. As stated last year, the City has been encouraged by the services and cost efficiencies our health care benefits administrator, Healthgram, and our clinic provider, CareATC, has brought to the City and our employees. Additionally, the City's new High-Deductible plan has shown great cost savings and we plan to offer our employees incentives to consider this new health care option for their families.

- Leisure Services – The City is looking forward to the opening of the newly constructed skate park. This park will add to the Parks and Recreation department's mixed variety of recreational venues. The skate park will be a unique feature that will target users from all ages.

Even during these trying fiscal times, the City will continue its planning efforts at Lake Lanier Olympic Park. This facility has been a major attraction for the Gainesville area for over 20 years, and the future improvements will enhance the facilities and help to promote more events and tourism.

One positive side-effect of the COVID-19 pandemic and the related Statewide Shelter-In-Place is the increased usage of the Chattahoochee Golf Course. In addition to the value of our residents taking advantage of this Leisure Service amenity, CGC's revenues have never been stronger.

- Quality of Life – The City continues to move forward in our efforts to remove blight and improve housing conditions in the City. To date, the city has utilized local funds combined with state and federal grants to acquire, rehabilitate, reconstruct and construct new housing to do our part in addressing the housing challenges in our community. For FY2021, the City has been allocated \$480,624 in CDBG funding.

These accomplishments have been a successful team effort led by our Community Development Department and partners including various city departments, non-profit groups, the State of Georgia and the Gainesville Housing Authority.

Also, the proposed budget includes funding to replace two Fire pumper apparatus vehicles. These new units will allow the Fire Department to maintain safe, high quality

units for firefighters as they respond to fires and other incidents such as medical, rescue, and hazmat.

The Gainesville Police Department will complete the multi-year process of updating their radios and mobile data terminals, as well as, needed replacement of outdated car and body cameras.

Attached for Mayor and Council review is the City Manager's proposed FY2021 budget. The budget contains a summary of revenues and expenditures for the General Fund and the Capital Improvements Program, as well as twenty other funds. This balanced budget has been prepared and is being presented to the Governing Body in accordance with the City Charter, and with Chapter 2-3 of the Gainesville City Code. The proposed millage rate for the General Fund is being reduced due to the adoption of the roll-back rate. This will be a full roll-back of the millage rate to offset property tax reassessment increases. The General Fund millage is proposed to be reduced from 0.771 (FY20) to 0.735.

In preparing the FY2021 budget, many issues played a key role in its development. Most notably are the following:

- Revenues: The city's revenue portfolio, while diverse, is projected to see significant decreases for FY2021 in several areas like Title Ad Valorem Tax, Local Option Sales Tax, and Occupational Tax.
- Property taxes: Property taxes are projected to increase due to growth in the digest due primarily to new construction. Budgeted property tax revenue is at a 95% collection rate. Property taxes account for 14% of the total revenue with only 38.69% coming from residential properties. An important note is that property reassessments from last year's tax digest will have an impact on the property tax revenue.
- FY 2020 Fund Balance: A surplus in some revenue and savings in expense line items will permit us to provide funding for some necessary capital items in the amount of \$3.3 million, some of which have been delayed due to budget constraints. \$1.3 million of the budgeted fund balance amount will be directed to the City's Capital Improvement Program, while the remaining amount will be used directly to support capital needs in the Community Service Center Fund. It is ideal to use surplus funds for these types of purchases since these funds are one-time funds and not meant to supplement the operating budget.

The combined General Fund and Fire Services Fund budget is \$37.9 million. Almost all departments submitted budgets that are in line with previous year requests. The twenty other funds remain close to or below FY2020 levels or in line with projected revenues for each fund and can be seen in the attached budget documents. However, a few departments and funds merit discussion below.

- Information Technology: As we have continued to witness through the news media of other jurisdictions being compromised, there are those that wish to cause harm to government related systems. These types of intrusions can cause great harm to not only how a government operates, but also the level of public trust in how a citizen or customer's data is protected. Because of these types of security breaches we have seen in other jurisdictions around the State, we once again are budgeting funds, \$150,000, for network upgrades are being proposed in addition to the funds allocated this current fiscal year.
- Police: One new Mental Health Clinician position has been added. This position will allow GPD to grow the mental health clinician program to aid in establishing community partnerships for coordination of services for mental health patients.
- Capital Improvement Program (CIP): The attached budget includes a summary of proposed capital projects for the coming fiscal year. Due to the passage of SPLOST VIII to renew the one penny sales tax, the capital projects will focus on items and projects that were expressed by the Council at our February retreat. SPLOST VIII revenues will be allotted to infrastructure needs.
- Water Resources: The utility fund budget is decreasing by 0.20% for FY2021 with no rate increase. The Water Resources Capital Improvement Program totals \$20 Million.
- Chattahoochee Golf Course (CGC): Although an enterprise fund, the golf course is still dependent on the general fund to assist in covering debt obligation for course renovations that occurred in 2007. The transfer this year is \$279,082 for debt needs.

Moving into FY2021 and beyond, it is important to be aware of concerns that may impact our budget:

- As mentioned above, the City's Employee Benefits Fund continues to experience significant medical claims, as well as continued increases in the cost of employer mandates enacted through the Affordable Healthcare Act. The City has been encouraged by the services and cost efficiencies our health care benefits administrator, Healthgram, has brought to the City and our employees. Additionally, the City's new High Deductible plan has shown great cost savings and we plan to continue offering our

employees incentives to consider this new health care option for their families.

- Continued monitoring of our Other Post-Employment Benefits (OPEB) liability. Although some city funds have been able to fully meet this obligation; others, including the general fund, have not. This area needs continuous monitoring and an appropriate funding mechanism put in place.
- While all of our Departments, through the leadership of our Department Directors, have adjusted to these unprecedented times of implementing Continuity of Operations Plans and the fiscal constraints associated with navigating the COVID-19 pandemic, continuing to provide services during a state of emergency hasn't been without its challenges. In addition to unforeseen PPE expenses to protect city employees, as well as customers, the city is now bracing for a substantial shortfall in our FY2021 budget. We expect revenues generated by the title ad valorem tax; permitting and zoning fees; and fines, fees and forfeitures will be cut in half. We also anticipate a considerable decline in Local Option Sales Tax and occupational tax revenues. These significant and abrupt revenue losses will in turn negatively impact the city's ability to deliver essential service without reductions in personnel, equipment, and other necessary resources. Our forecasts indicate that these revenue streams should demonstrate marked improvement by this time next year as we prepare for the FY2022 budget. Should they not, more drastic measures will have to be implemented to present a balanced budget for FY2022.

Our financial health is directly related to controlled spending, internal controls and the prudent financial policy direction of the Council. These actions have assisted us in continuing to provide top-level municipal services to our residents and businesses. Our efforts have resulted in substantial economic investment within the city limits by a number of regional, national and international companies and more is expected.

This budget was a true team effort and could not have been successfully put together without the efforts of the Department Directors, Assistant City Manager Angela Sheppard, and in particular our Chief Financial Officer Jeremy Perry, Deputy Chief Financial Officer Matt Hamby, and Budget and Purchasing Manager Kevin Hutcheson. As we move forward with the many great initiatives we have on the horizon, I appreciate the confidence and support the Mayor and Council has shown myself and our tremendous staff.

If I can answer any questions, please feel free to contact me.

PROJECTED REVENUES AND OTHER SOURCES

GENERAL FUND SUMMARY

REVENUE SOURCE	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET	% CHANGE
Millage Rate	0.795	0.771	0.735	
Current Real & Personal	\$ 3,714,805	\$ 3,813,627	\$ 3,911,710	2.6%
Motor Vehicle	46,353	31,329	28,881	-7.8%
Total Current Taxes	3,761,158	3,844,956	3,940,591	2.5%
Prior Year	63,785	38,136	39,117	2.6%
Penalties & Interest	25,655	10,140	17,394	71.5%
Total Property Taxes	3,850,599	3,893,232	3,997,102	2.7%
Railroad Equipment Tax	8,550	6,500	8,550	31.5%
Intangible Tax	128,902	95,000	39,283	-58.6%
Real Estate Transfer Tax	51,062	35,000	17,720	-49.4%
Insurance Premium Tax	2,433,437	2,100,000	2,151,114	2.4%
Local Option Sales Tax	6,130,320	5,400,000	3,988,224	-26.1%
Title Ad Valorem Tax	1,355,273	1,033,000	477,392	-53.8%
Local Option Energy Tax	105,555	80,000	86,220	7.8%
Payment in Lieu of Taxes	83,485	81,000	83,485	3.1%
Occupational Tax	1,418,920	1,357,000	1,146,697	-15.5%
Alcoholic Beverage Taxes	1,160,672	1,093,000	754,264	-31.0%
Franchise Fees	4,507,257	4,078,000	4,032,832	-1.1%
Total Other Taxes	17,383,433	15,358,500	12,785,781	-16.8%
Fines, Fees, and Forfeitures	1,270,227	1,363,200	750,552	-44.9%
Permits and Zoning Fees	806,171	492,400	263,755	-46.4%
Other Fees and Licenses	386,360	382,000	283,638	-25.7%
Interest	702,539	310,009	589,729	90.2%
Intergovernmental	624,189	531,614	608,571	14.5%
Cemetery Lot Sales	142,400	120,000	119,241	-0.6%
Miscellaneous - Rent	218,520	126,600	126,612	0.0%
Miscellaneous	164,269	44,072	94,448	114.3%
Indirect Charges for Services	2,249,970	2,494,474	2,497,209	0.1%
Total Other	6,564,645	5,864,369	5,333,755	-9.0%
Total Operating Revenues	27,798,677	25,116,101	22,116,638	-11.9%
Other Financing Sources				
Transfers from Other Funds	3,404,649	3,338,002	3,390,968	1.6%
Sale of General Fixed Assets	51,887	40,000	55,000	37.5%
Budgeted Fund Balance	-	3,465,309	3,255,898	-6.0%
Total Other Financing Sources	3,456,536	6,843,311	6,701,866	-2.1%
Total Revenues & Other Sources	\$ 31,255,213	\$ 31,959,412	\$ 28,818,504	-9.8%

SUMMARY OF EXPENDITURES & OTHER USES

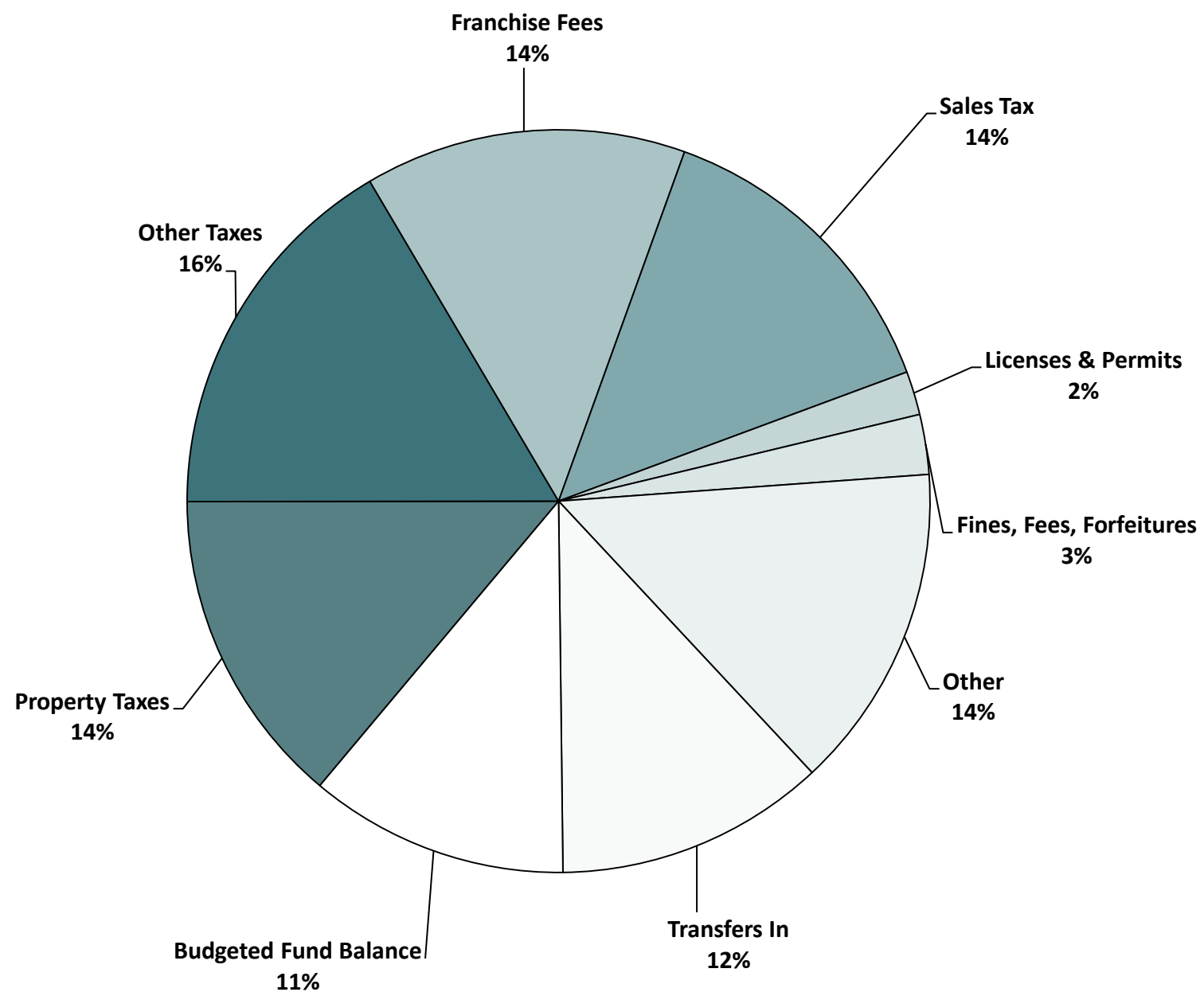
GENERAL FUND SUMMARY

DEPARTMENTAL EXPENDITURES	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET	% CHANGE
City Council	\$ 311,275	\$ 398,275	\$ 394,332	-1.0%
City Manager's Office	855,326	933,938	931,889	-0.2%
Financial Services	1,250,276	1,346,754	1,350,693	0.3%
Municipal Court	536,900	591,500	613,316	3.7%
Information Technology	899,541	1,078,198	1,146,003	6.3%
Human Resources & Risk Management	739,589	809,608	839,080	3.6%
Police	9,417,675	9,930,208	10,063,602	1.3%
Public Lands & Buildings	1,004,184	887,154	922,090	3.9%
Engineering Services	1,011,544	1,058,242	1,057,233	-0.1%
Traffic Services	1,238,104	1,475,094	1,480,257	0.4%
Street Maintenance & Construction	1,656,208	1,921,348	1,920,457	0.0%
Storm Water	303,973	442,147	442,185	0.0%
Cemetery	573,643	645,540	646,325	0.1%
Planning and Zoning	724,095	764,068	758,901	-0.7%
Inspections	419,925	445,670	438,626	-1.6%
Code Enforcement	362,883	370,355	484,199	30.7%
Agency Allocations - Other	52,500	181,983	252,720	38.9%
Contingency	-	617,000	617,000	0.0%
Departmental Expenditures	21,357,641	23,897,082	24,358,908	1.9%
Other Uses:				
TRANSFERS TO:				
Cable TV Channel Fund	100,018	-	-	N/A
Community Service Center Fund	869,405	751,163	751,163	0.0%
Fire Services Fund	3,199,225	2,700,000	2,249,904	-16.7%
Golf Course Fund	409,016	473,440	279,082	-41.1%
Grants Special Revenue Fund	22,943	-	-	N/A
Parks and Recreation Fund	-	94,855	-	-100.0%
Land Bank Authority	-	75,000	-	-100.0%
Total Other Transfers	4,600,607	4,094,458	3,280,149	-19.9%
CAPITAL TRANSFERS TO:				
Capital Project Funds	4,741,810	3,967,872	1,179,447	-70.3%
Debt Service Fund	125,400	-	-	N/A
Total Other Uses	9,467,817	8,062,330	4,459,596	-44.7%
Total Expenditures & Other Uses	30,825,458	31,959,412	28,818,504	-9.8%
Revenues Over / (Under) Expenditures	\$ 429,755	\$ -	\$ -	N/A

GENERAL FUND REVENUES BY CATEGORY

	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET	% OF TOTAL
Property Taxes	\$ 3,850,599	\$ 3,893,232	\$ 3,997,102	13.9%
Other Taxes	6,745,856	5,880,500	4,764,725	16.5%
Franchise Fees	4,507,257	4,078,000	4,032,832	14.0%
Sales Tax	6,130,320	5,400,000	3,988,224	13.8%
Licenses & Permits	1,192,531	874,400	547,393	1.9%
Fines, Fees, Forfeitures	1,270,227	1,363,200	750,552	2.6%
Other	4,153,774	3,666,769	4,090,810	14.2%
Transfers In	3,404,649	3,338,002	3,390,968	11.8%
Budgeted Fund Balance	-	3,465,309	3,255,898	11.3%
Total General Fund	\$ 31,255,213	\$ 31,959,412	\$ 28,818,504	100.0%

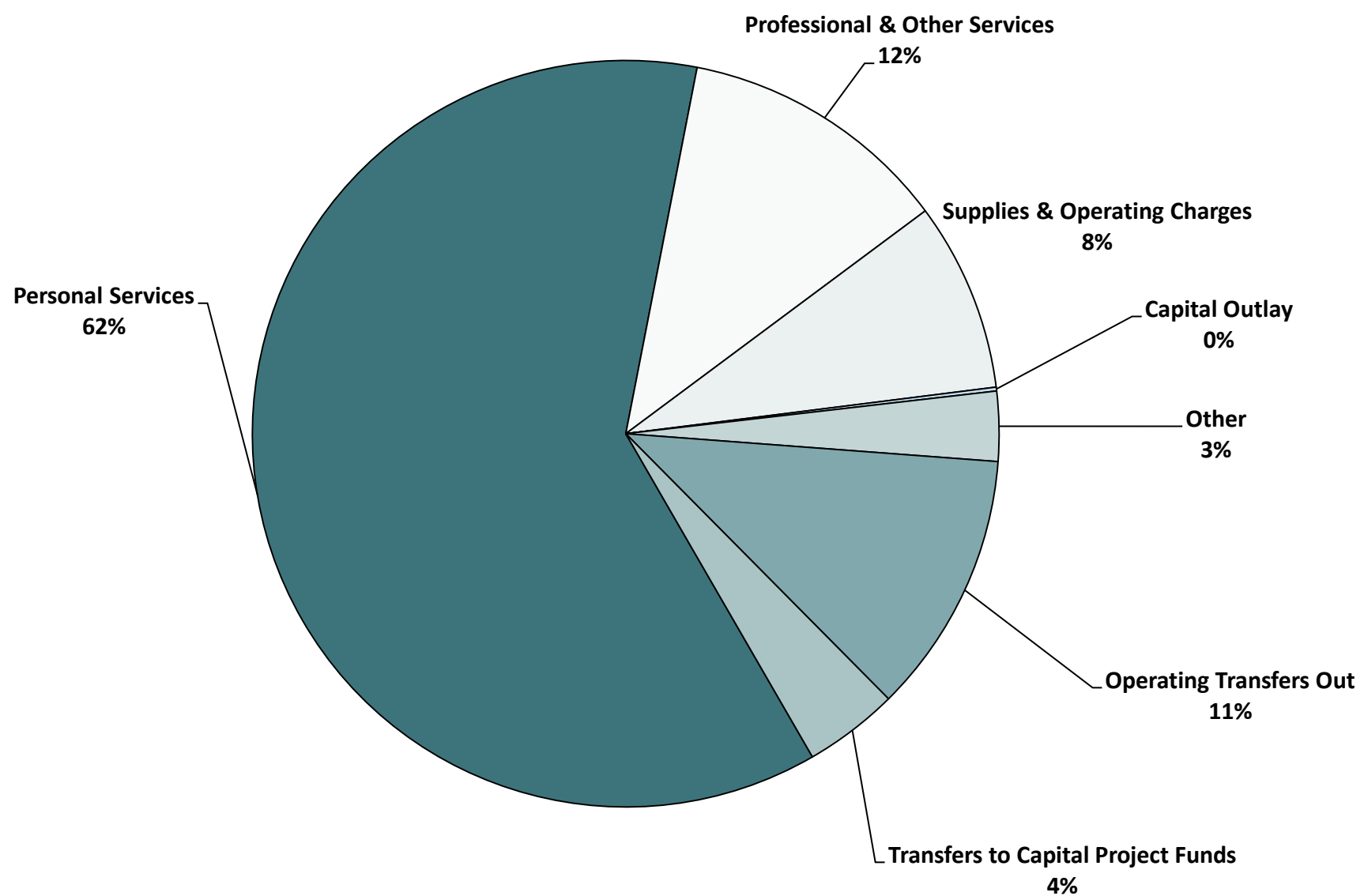
GENERAL FUND REVENUES BY CATEGORY



GENERAL FUND EXPENDITURES BY CATEGORY

	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET	% OF TOTAL
Personal Services	\$ 16,249,454	\$ 17,676,820	\$ 17,693,618	61.4%
Professional & Other Services	2,897,804	3,127,220	3,387,235	11.8%
Supplies & Operating Charges	2,146,032	2,246,067	2,360,335	8.2%
Capital Outlay	11,851	48,000	48,000	0.2%
Other	52,500	798,983	869,720	3.0%
Operating Transfers Out	4,600,607	4,094,458	3,280,149	11.4%
Transfers to Capital Project Funds	4,867,210	3,967,872	1,179,447	4.1%
Total General Fund	\$ 30,825,458	\$ 31,959,420	\$ 28,818,504	100.0%

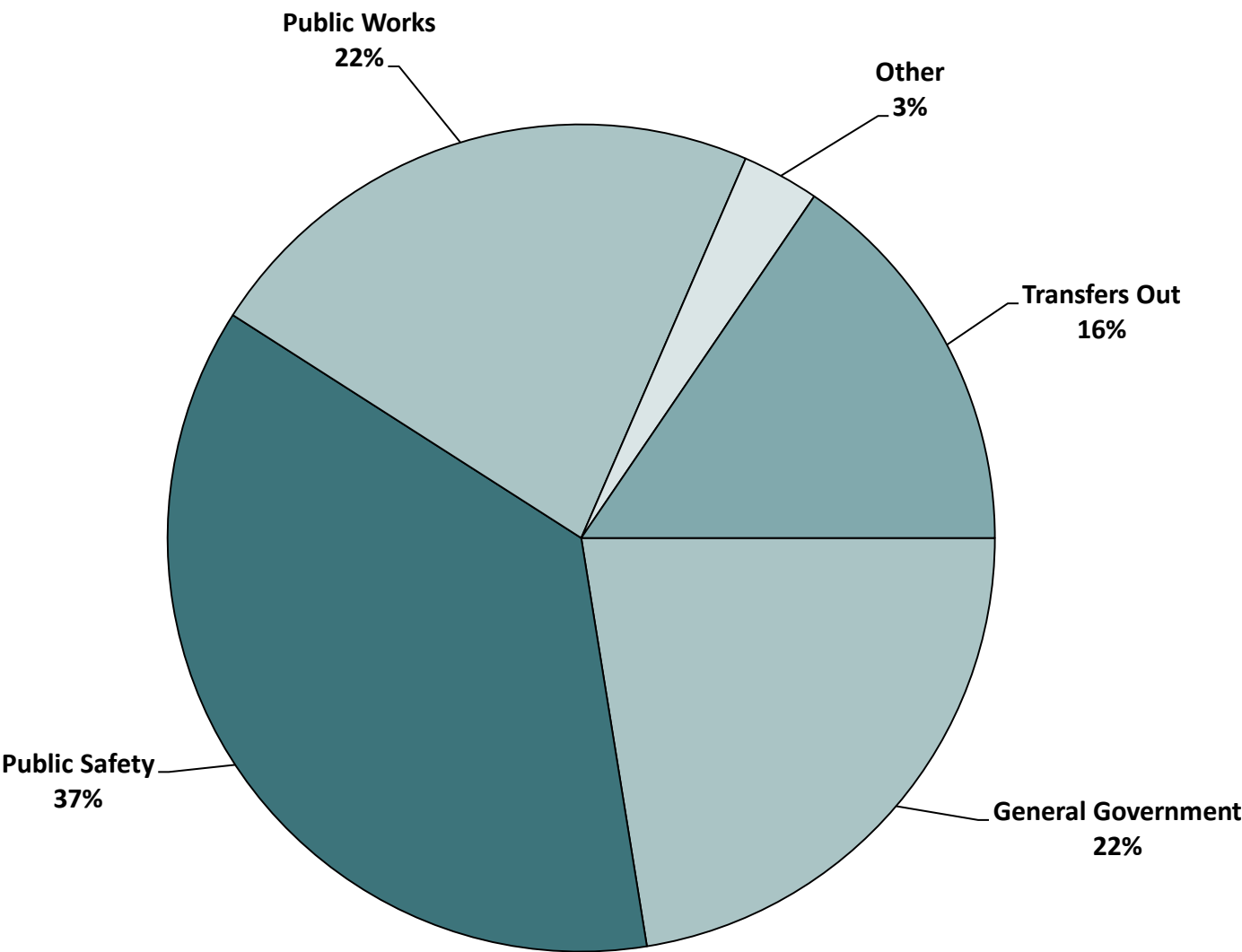
GENERAL FUND EXPENDITURES BY CATEGORY



GENERAL FUND EXPENDITURES BY SERVICE GROUP

	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET	% OF TOTAL
General Government	\$ 5,736,927	\$ 6,368,011	\$ 6,472,840	22.5%
Public Safety	9,780,558	10,300,563	10,547,801	36.6%
Public Works	5,787,656	6,429,525	6,468,547	22.4%
Other	52,500	798,983	869,720	3.0%
Transfers Out	9,467,817	8,062,330	4,459,596	15.5%
Total General Fund	\$ 30,825,458	\$ 31,959,412	\$ 28,818,504	100.0%

GENERAL FUND EXPENDITURES BY SERVICE GROUP



MAYOR AND COUNCIL

DEPARTMENT DESCRIPTION:	EXPENDITURE SUMMARY			
The Mayor and five Council Members represent the governing body of the City of Gainesville. One Council Member resides in each ward. Each member of the governing body is elected by the voters of the city at-large. The members of the governing body are elected via nonpartisan elections to serve four year terms which are staggered.	Funding Source: General Fund	2019 ACTUAL	2020 BUDGET	2021 BUDGET
	Personal Services	226,398	245,970	246,270
	Professional & Other Services	75,516	131,705	133,202
	Supplies & Operating Charges	9,360	20,600	14,860
	Capital Outlay	-	-	-
		\$ 311,274	\$ 398,275	\$ 394,332

MISSION STATEMENT:

To establish policy direction and execute legislative decision making for the Gainesville City Government.

GOALS & OBJECTIVES:

1. Economic Development

- * Promote Gainesville as a regional HUB for employment, retail, learning and services.
- * Support existing businesses and facilitate new business development through provision of adequate infrastructure, responsiveness to business needs and community cooperation.
Encourage and facilitate development and redevelopment of property throughout the City to eliminate blight, improve property value and enhance the growth of the City.
- * Support the Implementation of the Downtown Master Plan and Urban Redevelopment Plans.
- * Maintain ISO I rating at the Fire Department.
- * Encourage and increase tourism throughout the City and promote the City's businesses, assets and opportunities.

2. Infrastructure Improvements

- * Continue investing in the City's road network through repaving of streets, improving the sidewalk network, and expanding capacity where needed and possible.
- * Grow and improve the Intelligent Transportation System throughout the City by equipping traffic signals with fiber and video detection.
- * Implement the Transportation Master Plan and continue analysis on viable and strategic transportation improvements to improve transportation and connectivity throughout the City.
- * Invest in the improvements, maintenance and growth of the City's water, sewer and stormwater system.

3. Internal Operations

- * Focus on recruitment and retention of employees to provide citizens with the highest level of service possible.
- * Review internal process to ensure effectiveness in delivery and efficiency of process to reach goals.
- * Focus on the implementation and improvement of Information Technology to provide first-class resources to employees and citizens.
- * Encourage and facilitate an environment for a healthy and safe workforce.

4. Leisure Services

- * Provide high quality, clean, safe, accessible and diversified park amenities throughout the City.
- * Maintain Chattahoochee Golf Course as one of the top municipal courses in Georgia.
- * Increase and promote activity on Lake Lanier through events and support of the Lake Lanier Olympic Venue.
- * Incorporate "Urban Leisure" into downtown, midtown and public spaces through placemaking initiatives and the creation of more desirable and useable space in the City.

5. Quality of Life

- * Promote the development and redevelopment of multiple housing options for the citizens and workforce of Gainesville.
- * Focus on Public Safety initiatives and personnel to protect and improve the well-being of citizens, neighborhoods and property.
- * Invest in the beautification of public areas through art, signage, and landscaping.
- * Emphasize Code Enforcement for property maintenance, the removal of blight and redevelopment opportunities.

CITY MANAGER'S OFFICE

DEPARTMENT DESCRIPTION:	EXPENDITURE SUMMARY			
The City Manager is the Chief Executive and Administrative Officer of Gainesville appointed by the Mayor and Council. The City Manager's Office is responsible for the execution of policies, directives, and legislative action of the Governing Body. The City Manager's Office includes the City Clerk. The City Clerk prepares meeting items and agendas, records actions of the Governing Body, coordinates assignments to boards and committees of the City, maintains records of the governing body, oversees the adoption and publication of the Code of Ordinances and manages municipal elections.	Funding Source: General Fund	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
	Personal Services	638,370	684,684	684,684
	Professional & Other Services	178,816	197,684	205,816
	Supplies & Operating Charges	38,140	51,570	41,389
	Capital Outlay	-	-	-
		\$ 855,326	\$ 933,938	\$ 931,889

MISSION STATEMENT:
To ensure the strategic priorities of the Governing Body are achieved through properly managing and utilizing city resources, effectively communicating with and engaging others, and by providing strategic direction and support to all city departments.

GOALS & OBJECTIVES:
1. <u>Facilitate essential strategic planning initiatives and infrastructure improvements throughout the City.</u> * Begin planning and design on a new North Parking Deck for Downtown that was approved as part of SPLOST VIII. * Coordinate with Public Works to implement improvements identified in the transportation master plan, including beginning design for improvements on Green Street. * Design and seek funding for construction of the gap segments of the Highlands to Island Trail within the City including complementary gathering spaces along and adjacent to the Trail. 2. <u>Engage in economic development activities to support and encourage business growth in the City.</u> * Continue facilitation and coordination of significant privately-led developments that are planned within the City, including in downtown and midtown. * Continue efforts and engage the Gainesville business community in conversations on how the City can better and further facilitate the growth of existing businesses and foster a culture for new business development. * Seek re-certification of the State Opportunity Zone for the downtown and midtown area. 3. <u>Beautify public areas of the City.</u> * Support Vision 2030 Public Art Committee's efforts to incorporate more public art into areas of the City. * Work with the local Placemaking Collaborative to implement placemaking practices within downtown. * Implement streetscaping within the downtown area, including Washington and Bradford Streets.

Performance Measures							
MEASURES	City Wide Strategic Priority	ACTUAL			Thru 12/31	BUDGET	
		FY2017	FY2018	FY2019	FY2020	FY2020	FY2021
Funds allocated for Infrastructure Improvements	II	3.749 M	14.249 M	20.6 M	39.175 M	39.175 M	15.475 M
Number of Registered Businesses in the City	ED	2,517	2,434	2,677	2,584	2,611	2,625
Funding for Beautification Improvement Projects	QL	3.3 M	1.5 M	2.6 M	1.35 M	1.35 M	2.25 M

FINANCIAL SERVICES DEPARTMENT

DEPARTMENT DESCRIPTION:	EXPENDITURE SUMMARY			
The Financial Services Department is accountable for financial activity, including reporting, investments, purchasing, budget, revenue collections, and capital asset tracking.	Funding Source: General Fund	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
	Personal Services	1,029,781	1,069,531	1,061,365
	Professional & Other Services	172,899	217,001	225,256
	Supplies & Operating Charges	47,595	60,222	64,072
	Capital Outlay	-	-	-
		\$ 1,250,275	\$ 1,346,754	\$ 1,350,693

MISSION STATEMENT:
To protect and improve the financial health of the City and teach, encourage, and assure good stewardship of City resources. To promote best management practices throughout the City's departments and provide high quality and reliable information and assistance for all administrative functions in a manner that is timely and error-free.

GOALS & OBJECTIVES:
1. <u>Assure and support continued compliance with applicable laws and regulations, determining and recommending changes as appropriate.</u> * Work with Rushton and Company to implement GASB Statement No. 87. The Statement improves accounting and financial reporting for leases by governments. * Change property tax bills to include the amounts of assessments levied for each of the three immediately preceding tax years. 2. <u>Utilize technology to improve efficiencies and decrease costs.</u> * Improve Capital Project Tracking in New World. * Research and implement alternative ways to collect payments. 3. <u>Protect and improve the financial resources of the City.</u> * Update all financial reports to a more modern appearance with enhanced readability and more transparency. * Work with Financial Advisors to increase credit rating.

PERFORMANCE MEASURES:							
MEASURES	City Wide Strategic	ACTUAL			YTD thru 12/31	BUDGET	
		FY2017	FY2018	FY2019		FY2020	FY2021
Govt. Finance Officers Assoc Awards	IO	50	53	56	59	58	62
Credit Agency Bond Rating	IO	Aa2	Aa2	Aa2	Aa2	Aa2	Aa2
Accounts Payable checks issued	IO	13,716	13,800	13,920	7,076	13,800	13,800
Average Yield Earned (Interest)	IO	0.59%	0.20%	2.30%	2.25%	2.00%	1.50%
Percent Variance of all operating fund actual revenues versus adopted budget	IO	2%	3%	1%	3%	3%	3%
Fixed Assets maintained	IO	3,133	3,200	3,450	3,500	3,290	3,500

INFORMATION TECHNOLOGY

DEPARTMENT DESCRIPTION:	EXPENDITURE SUMMARY			
Information Technology is responsible for providing strategic technology direction, IT/Cyber security efforts, central IT support organization, IT operational policies and standards, coordinating major City-wide initiatives including: IT project management, the City's IT budget, City-wide technologies and applications, and the City's internal websites.	Funding Source: General Fund	FY2019	FY2020	FY2021
		ACTUAL	BUDGET	BUDGET
	Personal Services	615,866	686,705	659,986
	Professional & Other Services	246,889	348,715	440,813
	Supplies & Operating Charges	36,785	42,778	45,204
	Capital Outlay	-	-	-
		\$ 899,540	\$ 1,078,198	\$ 1,146,003

MISSION STATEMENT:

To deliver the best proven technology and services available for computer processing, data management, telecommunications, and critical business systems to both the employees of the city as well as the public through excellent customer service, continuous improvement, innovative problem-solving, adherence to standardized industry best practices and collaborative solutions.

GOALS & OBJECTIVES:

1. Effectively manage the delivery of City-wide technology services.

- * Deploy and ensure support of a common infrastructure that meets the organization's business needs

2. Provide high quality customer service.

- * Establish and meet customer expectations in delivering core City-wide technology services and assist them in identifying opportunities to productively introduce new technology

3. Ensure a skilled, responsive, and innovative workforce that keeps current with evolving business critical technologies.

- * Promote training and development
- * Hire and retain highly qualified, responsive, and innovative employees

4. Reduction of security vulnerabilities in citywide network topology.

- * Monitor using a proactive philosophy in dealing with cyber security. Continue to train end users with awareness training/testing. Stay abreast of changing cyber related advances.

PERFORMANCE MEASURES:

MEASURES	City Wide Strategic Priority	ACTUAL			Thru 12/31	BUDGET	
		FY2017	FY2018	FY2019	FY2020	FY2020	FY2021
Resolve Issues sent to the IT Help Desk quickly and successfully (% of tickets resolved within established times)	IO	N/A	95.00%	96.40%	95.60%	93%	94%
Maintain user workstations and servers with current patches and updates (% of total devices properly maintained)	IO	N/A	99.00%	98.00%	98.90%	96%	97%
Ensure backups are functional and completed	IO	N/A	N/A	99.20%	99.00%	98%	99%
Network/Application Availability	IO	N/A	99.00%	99.40%	99.30%	97%	98%

HUMAN RESOURCES

DEPARTMENT DESCRIPTION:	EXPENDITURE SUMMARY			
The Human Resources Department works closely with all City Departments and the Public. We facilitate recruitment; job classification; employee relations and benefits; workforce development and risk management for the City. Human Resources strives to attract and retain a qualified workforce and to keep a positive employee morale through benefits, services, and training opportunities. Risk Management works diligently to provide a safe work environment for all employees as well as to protect public assets from loss.	Funding Source: General Fund	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
	Personal Services	629,769	687,478	690,059
	Professional & Other Services	56,048	87,339	101,162
	Supplies & Operating Charges	53,771	34,791	47,859
	Capital Outlay	-	-	-
		\$ 739,588	\$ 809,608	\$ 839,080

MISSION STATEMENT:
The City of Gainesville's Human Resources Department is committed to delivering great customer service with a sense of warmth, friendliness, and individual pride to employees and citizens. We promote a work environment that is characterized by fair treatment of staff, open communications, personal accountability, trust and mutual respect while maintaining company compliance with employment and labor laws. Our goal is to ensure that our workforce is in a safe and discrimination/harassment free environment, reflects the diversity of the community, has opportunity for learning and personal growth, and is appropriately classified and equitably compensated. We also protect the valued assets (people, reputation and property) of the City of Gainesville, and its Citizens, through effective loss prevention, claims administration and risk financing.

GOALS & OBJECTIVES:
1. <u>Ensure the City remains compliant with State and Federal Laws governing Personnel.</u> * Keep abreast of changes in Employment/Personnel Law through research and information sent out by Associations, HR Literature, and the media. * Revise policies, forms and practices regarding Personnel as State and/or Federal Law dictates. 2. <u>Retain and attract high quality and productive employees.</u> * Review all job specifications to ensure accurate portrayal of job duties and physical requirements. * Research better opportunities for attracting new talent. * Continue growing the Gainesville Leadership Academy. Research and invest in other professional development programs designed to improve job skills, leadership capabilities and employee productivity. 3. <u>Efficiently and accurately maintain personnel processes and records.</u> * Continue internal audit procedures to ensure accuracy with benefit deductions and reporting of retirement information. 4. <u>Provide and maintain a safe work environment.</u> * Provide on-site and online training in a variety of safety topics to City Departments. * Analyze previous accidents and injuries, on the departmental level, in order to determine how to allocate accident prevention funds most effectively. * Conduct routine inspections within City Departments in order to identify and mitigate workplace hazards.

PERFORMANCE MEASURES:							
MEASURES	City Wide Strategic Priority	ACTUAL			Thru 12/31	BUDGET	
		FY2017	FY2018	FY2019	FY2020	FY2020	FY2021
% of Personnel Policies & Procedures Reviewed	IO	100.00%	25%	25%	25%	25%	5%
Turn over ratio (%)	IO	0.12	12%	12%	6.6%	12%	12%
Lost time Hrs (due to injury)	IO	1,262	1,750 hrs	1,750 hrs	710.25 Hrs	1,750 hrs	1,750 hrs
Lost Time Injury Claim Occurrences	IO	N/A	N/A	N/A	7	7	7

PUBLIC WORKS DEPARTMENT

DEPARTMENT DESCRIPTION:	EXPENDITURE SUMMARY			
The Public Works Department is comprised of 5 General Fund divisions: Public Lands and Buildings (PL&B), Engineering, Traffic Engineering, Street Maintenance, and the Cemetery. PL&B ensures a safe, functional, comfortable, clean, attractive and pleasant environment in the buildings under its management. The Engineering division is responsible for the planning, design, project management, and construction of public improvements funded by the City. The Cemetery is responsible for the development, operation, and maintenance of two City owned cemeteries consisting of over 75 developed acres. Traffic Engineering is responsible for the effective operation of 87 signalized intersections, signs and markings for pedestrian and vehicular activity. Street Maintenance is responsible for the repair and maintenance of all streets, sidewalks, storm drainage infrastructure, rights-of-way, and other related facilities located within the City of Gainesville	Funding Source: General Fund	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
	Personal Services	3,243,385	3,681,636	3,684,963
	Professional & Other Services	1,122,616	997,659	1,020,618
	Supplies & Operating Charges	1,105,830	1,260,083	1,272,781
	Capital Outlay	11,851	48,000	48,000
		\$ 5,483,682	\$ 5,987,378	\$ 6,026,362

MISSION STATEMENT:
To provide high quality and efficient services in order to protect and improve the infrastructure, streets, traffic, lands, Buildings and the environment of the City of Gainesville. Functional areas are Engineering, Street Maintenance, Traffic Engineering, Public Lands and buildings and the Alta Vista Cemetery.

GOALS & OBJECTIVES:
1. <u>Improve and expand the City's transportation infrastructure.</u> * Work to implement projects identified in the Transportation Master Plan. * Continue to implement the Sidewalk Improvement Program for the repair and new construction of the sidewalk system. * Utilize both private contractors and in-house staff to ensure the maximum efficiency of resources for the repair and resurfacing of the City's roadways. * Identify and strategically use available funding sources at the Federal, State and local level to improve City infrastructure. 2. <u>Enhance the appearance of the City's public areas and Rights of Ways.</u> * Utilize Public Work's staff and inmate crews to control litter, sweep streets, and improve the general appearance of the City's streets, right of ways, and public areas. * Explore opportunities and options with GDOT to improve roadway median condition and appearance on State and Federal routes, especially on the gateway corridors entering the City. * Enhance and increase the landscaping to improve the appearance of public areas. 3. <u>Use technology to improve operational efficiency and level of services.</u> * Expand the City's fiber optic infrastructure to connect additional intersections to the Intelligent Transportation System. * Use technology to prioritize and schedule work orders, inspections, employees, equipment, and contractors for optimum efficiency.

PERFORMANCE MEASURES						
MEASURES	ACTUAL			YTD thru 12/31	BUDGET	
	FY2017	FY2018	FY2019	FY2020	FY2020	FY2021
Street Miles Evaluated for Resurfacing	142	140	143	140	149	149
Signalized intersections maintained	83	83	87	87	88	88
Miles of City streets swept and litter control	3,627	3,600	6,130	3,252	6,400	6,200
Annual Facilities work orders completed	1,700	1,700	1,966	1,086	2,000	2,000
Road miles identified for Resurfacing	32	32	34	34	35	35
Road miles Resurfaced	2.07	2.07	4.50	1.10	5.00	5.00
Number of Intersections upgraded	17	87	37	37	50	50
Linear feet of sidewalks repaired or replaced	1,823	1,600	1,642	1,131	2,000	2,000

MUNICIPAL COURT

DEPARTMENT DESCRIPTION:	EXPENDITURE SUMMARY			
Municipal Court is a misdemeanor court that has jurisdiction over city ordinance violations and state traffic offenses. Specific type cases handled by the court include routine traffic offenses; driving under the influence of alcohol; possession of marijuana less than ounce; shoplifting less than \$ 500.00 and animal control citations. The Court also is responsible for entering case dispositions and forwarding entries to the Department of Drivers Services (DDS). The mission of municipal court clerks in Georgia is to assure the administrative efficiency of the court, to protect the court's ethical integrity, and help maintain public confidence in the court's fairness in dispensing justice impartially.	Funding Source: General Fund	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
	Personal Services	455,418	479,047	502,111
	Professional & Other Services	39,624	59,825	46,516
	Supplies & Operating Charges	41,859	52,628	64,689
	Capital Outlay	-	-	-
		\$ 536,901	\$ 591,500	\$ 613,316

MISSION STATEMENT:
The mission of the Gainesville Police Department's Traffic Bureau and Municipal Court is to ensure the smooth and efficient flow of cases through the court system beginning with the issuance of citations through final court disposition and necessary reporting procedures.

GOALS & OBJECTIVES:
1. <u>Ensure the court operates efficiently, produces quality output, and complies with state and federal law and DDS regulations.</u> * Continue to develop a standard operating procedure manual for court. * Work with the solicitor's office to establish written policies and procedures regarding accusations to ensure case accuracy within the law.
2. <u>Utilize technology to improve efficiencies and decrease costs.</u> * Research online dispute resolution technology to improve case load efficiency and reduce expenses. * Research and implement a more efficient, semi-paperless alternative way to process inmate dispositions in court. * Implement the solicitor/judge process through the case management system to streamline daily tasks and improve productivity.
3. <u>Ensure Bond forfeitures are efficiently processed within GA State Law guidelines.</u> * Work with solicitor and Judge to establish and create clear bond forfeiture guidelines to improve case efficiency and accuracy within the law.

PERFORMANCE MEASURES:							
MEASURES	City Wide Strategic Priority	ACTUAL			Thru 2/28	BUDGET	
		FY2017	FY2018	FY2019		FY2020	FY2021
# of DDS Disposition Errors (annually)	IO	125	35	35	10	20	5
# of Dispositions (annually)	IO	13,723	20,000	20,000	7,256	12,000	14,000
Percent staff cross-trained	IO	60%	60%	60%	95%	100%	100%
# of DUI tickets closed (annually)	IO	317	256	256	128	400	200
# of Transfer tickets closed (annually)	IO	2,140	1,054	1,054	493	1,050	390

POLICE DEPARTMENT

DEPARTMENT DESCRIPTION:	EXPENDITURE SUMMARY						
The Gainesville Police Department provides the City of Gainesville with emergency and non-emergency service 24 hours a day to more than 40,000 city residents and an estimated 125,000 visitors everyday. Our jurisdiction covers approximately 37 square miles and includes houses and apartment complexes, businesses and industrial parks, recreational facilities, including parks on and around Lake Lanier, several golf courses, schools, churches, an airport, shopping centers and numerous strip malls.	Funding Source:	General Fund	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET		
	Personal Services		7,991,870	8,501,660	8,431,894		
	Professional & Other Services		909,048	950,147	1,129,806		
	Supplies & Operating Charges		516,757	478,401	501,902		
	Capital Outlay		-	-	-		
			\$ 9,417,675	\$ 9,930,208	\$ 10,063,602		
MISSION STATEMENT:							
The mission of the Gainesville Police Department is to provide quality police services by being a PILLAR of our community.							
GOALS & OBJECTIVES:							
1. Continue to address roadway safety within the City							
* Work with community groups to address distracted and driving while intoxicated awareness							
* Deploy strategic traffic enforcement and concentrated patrols based upon analysis of crash data							
* Continue use of Public Information Team to use social media as a conduit to educate the public on traffic safety and traffic alerts							
2. Continue Efforts in addressing Mental Health Issues facing Law Enforcement							
* Reach 75% of sworn members completing Mental Health First Aid							
* Grow the Mental Health Clinician program to aid in establishing community partnerships for coordination of services for mental health patients							
* Continue participation in ONE-Hall Groups to address community mental health concerns							
3. Expand Youth Programs to offer more Officer Involvement in our community's youth							
* Begin mentorship programs with non-profits and other community partners							
* Host community events geared toward youth for education on bullying, drug use, and cyber safety							
* Use Social Media to raise awareness of issues facing our younger generation							
PERFORMANCE MEASURES:							
MEASURES	City Wide Strategic Priority	ACTUAL			Thru 12/31	BUDGET	
		FY2017	FY2018	FY2019	FY2020	FY2020	FY2021
# of Sponsored Community Outreach Events	QL	130	266	278	173	150	250
# Directed Contentrated Patrol Efforts	QL	N/A	50	87	22	60	60
Calls for Service	QL	70,624	83,058	65,467	32,278	73,000	70,000
State Certification and International Accreditation	IO	Yes	Yes	Yes	Yes	Yes	Yes

STORMWATER

DEPARTMENT DESCRIPTION:	EXPENDITURE SUMMARY			
The Stormwater Division of the Department of Water Resources conducts activities concerning the operation and maintenance of the stormwater collection and conveyance system. These activities concern only those facilities within the city limits and within the city right-of-way.	Funding Source: General Fund	FY2019	FY2020	FY2021
		Actual	Budget	Budget
	Personal Services	253,696	330,711	328,454
	Professional & Other Services	11,345	47,729	47,281
	Supplies & Operating Charges	38,932	63,707	66,450
	Capital Outlay	-	-	-
		\$ 303,973	\$ 442,147	\$ 442,185

MISSION STATEMENT:

Protect the City's waterways and Lake Lanier by ensuring all state and local stormwater ordinances are adhered to in the most efficient, economical way.

GOALS & OBJECTIVES:

1. Position the City Stormwater Division for the future

* Continue to inventory stormwater facilities to be improved with future capital projects.

2. Ensure financial stability

* Optimize available funds for greatest impact.

3. Develop a world class work force

* Implement strategies to recruit and retain high quality staff.

PERFORMANCE MEASURES:

MEASURES	ACTUAL			YTD thru 12/31	BUDGET	
	FY2017	FY2018	FY2019	FY2020	FY2020	FY2021
Number of potential stormwater projects identified with a total estimated repair cost exceeding \$100,000 (using SPLOST VII)	N/A	N/A	3	N/A	3	4
Linear feet of stormwater pipes assessed by video inspection	N/A	1,942 feet	196.09 feet	1,694.6 feet	3,000 feet	3,000 feet
MS4 inspections completed	N/A	445	744	111	455	455

COMMUNITY DEVELOPMENT DEPARTMENT

DEPARTMENT DESCRIPTION:	EXPENDITURE SUMMARY			
The Department is comprised of four divisions including: Planning, Inspections, Code Enforcement and Housing. This Department serves property owners, concerned citizens, contractors, developers and any person needing assistance concerning the development of land, construction requirements, and property maintenance issues. It is our desire to provide all of these services in a timely and professional manner.	Funding Source: General Fund	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
	Personal Services	1,164,901	1,309,398	1,403,832
	Professional & Other Services	172,369	194,416	191,765
	Supplies & Operating Charges	169,634	76,279	86,129
	Repairs & Maintenance	-	-	-
	Capital Outlay	-	-	-
		\$ 1,506,904	\$ 1,580,093	\$ 1,681,726

MISSION STATEMENT:
The mission of the Gainesville Community Development Department is to assist the general public in all aspects of land development, construction permitting and property maintenance.

GOALS & OBJECTIVES:
1. <u>Promote systematic land use growth.</u> * Select a Consultant and begin work on the five year update to the City's Comprehensive Plan. * Update the City's Gateway Corridor Overlay Zone. 2. <u>Implement measures to improve housing conditions in the City.</u> * Assist the Gainesville Non-Profit Development Foundation with development of the Wood Avenue property the Foundation owns. Work with a private developer to construct affordable houses on the site. * Partner with the Hall County Marshal's Office on performing a housing sweep on residential property adjacent to one of the City's existing sweep areas. 3. <u>Create additional vibrant public open spaces.</u> * Establish a definitive route for the Airport Connector segment of the Highlands to Islands Trail and develop construction drawings. * Continue working in and around Downtown to establish new and/or renovated public spaces. Convert an existing alley to usable public space.

PERFORMANCE MEASURES:							
MEASURES	City Wide Strategic Priorities	ACTUAL			Thru 12/31	BUDGET	
		FY2017	FY2018	FY2019	FY2020	FY2020	FY2021
Zoning Applications	ED	26	22	19	13	25	25
Inspections Conducted Within 2 Business Days	ED	14,733	13,764	13,570	6,181	16,000	15,000
Number of Permits Issued (Building, Etc.)	ED	2,486	2,419	2,584	1,159	2,500	2,500
Code Violations Addressed	QL	6,201	5,982	6,170	2,806	6,000	6,000
Affordable Housing Units Developed	QL	2	2	0	0	6	5

AGENCY ALLOCATIONS

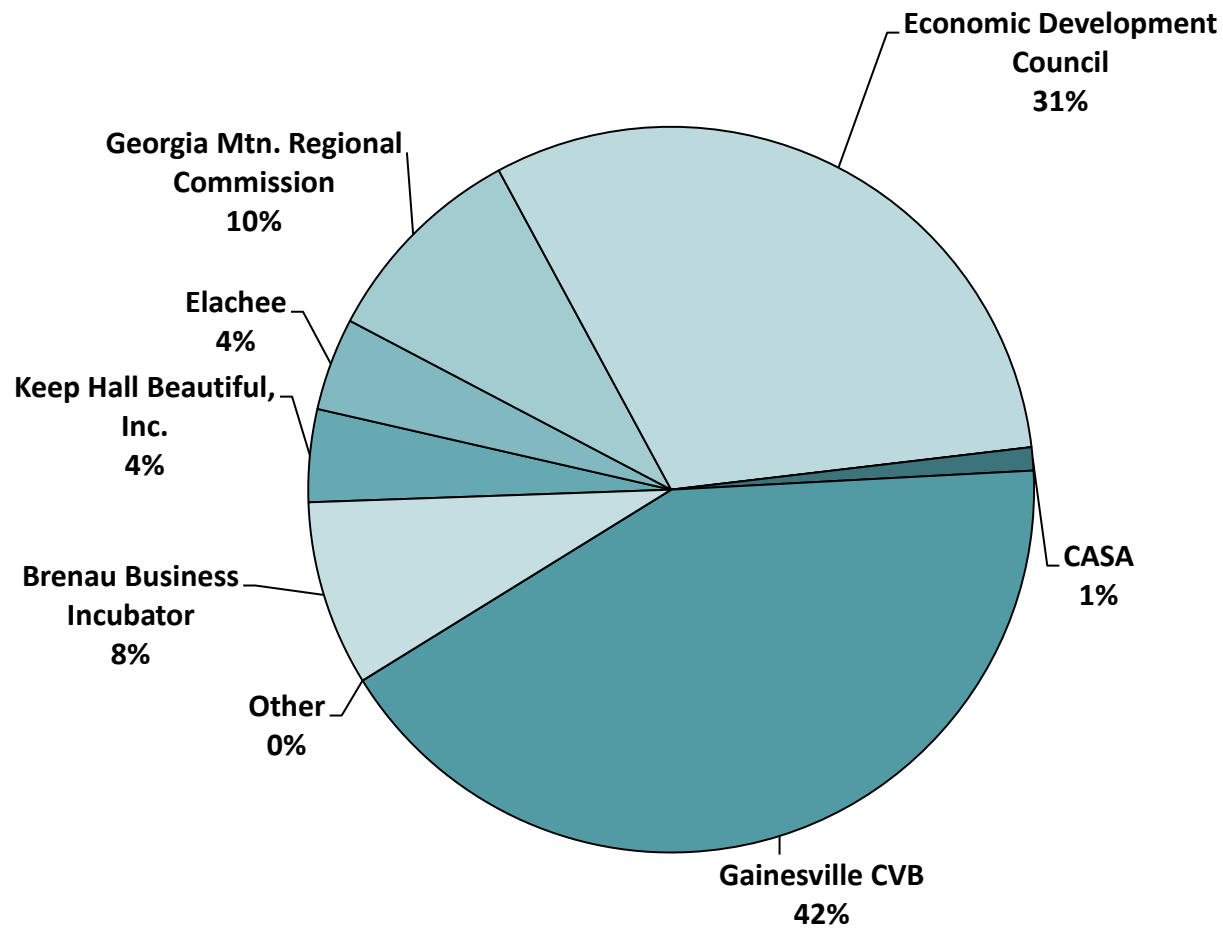
DEPARTMENT DIVISION DESCRIPTION:

This division's budget accounts for those funds requested by local Agencies for services they provide to the City.

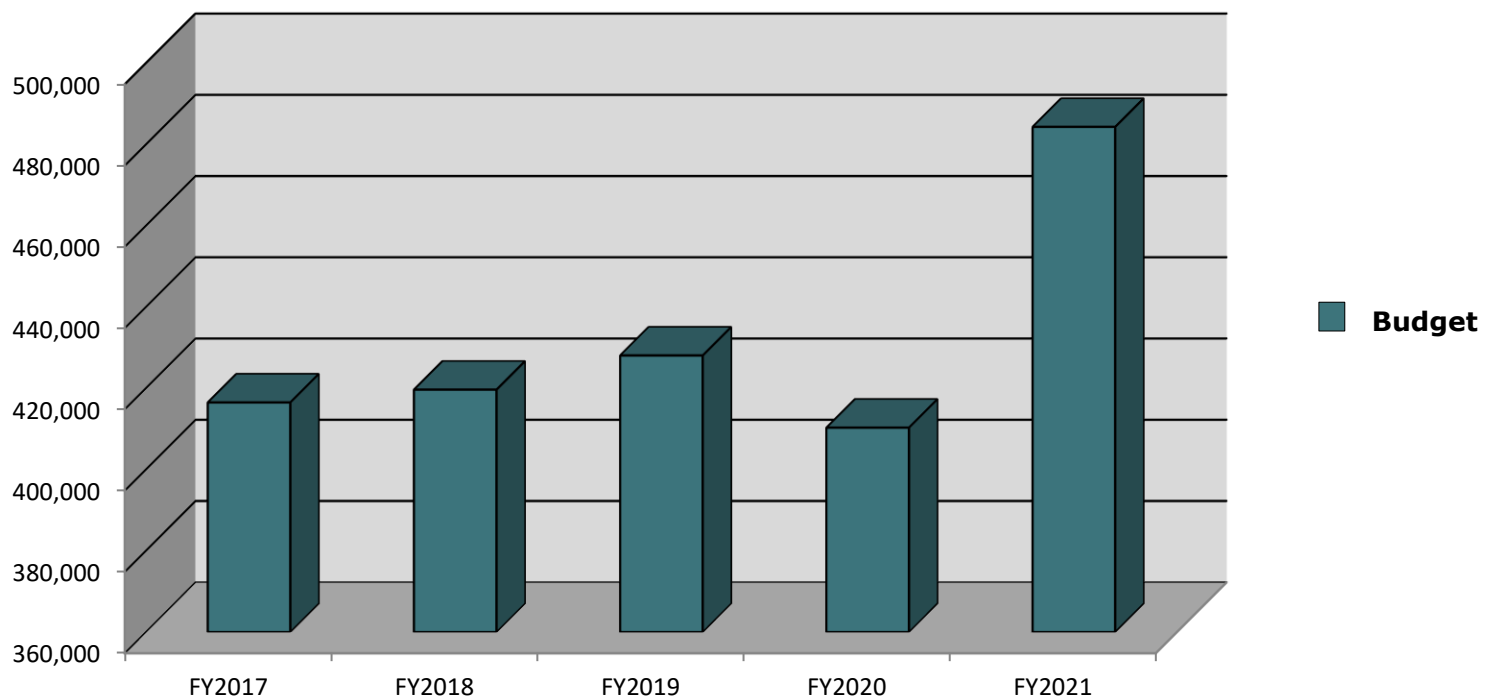
AGENCY ALLOCATIONS

	FY 2019 ACTUAL	FY 2020 BUDGET	FY2021 BUDGET
General Fund			
Keep Hall Beautiful, Inc.	\$ 7,500	\$ 10,000	\$ 10,000
Georgia Mtn. Regional Commission	33,000	38,297	34,208
CASA	5,000	5,000	5,000
Other	7,000	-	-
Gainesville CVB	-	128,686	203,512
Total General Fund Allocations	52,500	181,983	252,720
Public Utilities Fund			
Keep Hall Beautiful, Inc.	7,500	10,000	10,000
Elachee	17,000	17,000	20,000
Georgia Mtn. Regional Commission	11,000	11,099	11,403
Economic Development Council	150,000	150,150	150,150
Total Public Utilities Fund Allocations	185,500	188,249	191,553
Parks and Recreation			
Gainesville/Hall '96	150,000	150,000	-
Total Public Utilities Fund Allocations	150,000	150,000	-
Economic Development Fund			
Brenau Business Incubator	40,000	40,000	40,000
Total Public Utilities Fund Allocations	40,000	40,000	40,000
Total Funding			
Keep Hall Beautiful, Inc.	15,000	20,000	20,000
Elachee	17,000	17,000	20,000
Georgia Mtn. Regional Commission	44,000	49,396	45,610
Economic Development Council	150,000	150,150	150,150
Gainesville/Hall '96	150,000	-	-
CASA	5,000	5,000	5,000
Gainesville CVB	-	128,686	203,512
Other	7,000	-	-
Brenau Business Incubator	40,000	40,000	40,000
Total Agency Allocations	\$ 428,000	\$ 410,232	\$ 484,272

Agency Allocations



Five Year Total Funding Trend



* FY2021 Increased due to Lake Lanier Olympic Park moving from Parks and Recreation to the Convention and Visitor's Bureau.

COMMUNITY SERVICE CENTER

DEPARTMENT DESCRIPTION:

The Community Service Center is a jointly funded agency of the City of Gainesville and Hall County. It offers a broad range of affordable human services to residents of Gainesville-Hall County. Programs offered through the department specialize in family support services such as elder care, financial management, public transportation, and other community building projects. The department works closely with other local agencies to create a seamless system of care making it easier for families to navigate and achieve success. Finally, the department successfully uses local dollars to leverage funds from private, state and federal sources which pay for the vast majority of services.

MISSION STATEMENT:

The organization's mission is to identify and address critical social service gaps by creating solutions within its organization or by identifying and supporting other public or nonprofit agencies to such an end.

GOALS & OBJECTIVES:

1 Complete GoGo Art II Project

- * Release Call for Artists & Install Artwork in up to 12 Simme-seats

2. Replace Meals on Wheels Kitchen Floor

- * Finalize Meals on Wheels Kitchen Expansion Project by Installing Safe and Comfortable Flooring.

3. Acquire Two Trolley Buses To Serve Downtown/Midtown Areas

- * Develop a Bus Route That Will Bring Shoppers to These Areas While Also Alleviating Traffic Congestion.

4 Begin Selling Gainesville Connection Advertising on Buses and Shelters

- * Expand Revenue Stream by Selling Advertising space on Buses and Bus Shelters

5. Cause An Effective Census 2020 Campaign

- * Mobilize Partner Agencies To Market & Encourage Residents to Complete 2020 Census

6. Initiate Public-Private Micro-transit Partnership

- * Release RFP For Micro-transit Services

PERFORMANCE MEASURES:

MEASURES	City Wide Strategic Priority	ACTUAL				Thru 12/31		BUDGET	
		FY2017	FY2018	FY2019	FY2020	FY2020	FY2021	FY2020	FY2021
Hall Area Transit - Urban Trips	QL	137,294	145,706	145,948	74,711	150,000	150,000		
Hall Area Transit - Rural Trips	QL	24,962	8,485	10,619	6,539	10,000	13,000		
Meals Served (HDM & Congregate)	QL	108,271	102,509	121,901	68,333	129,251	140,900		

REVENUE SOURCES & ASSUMPTIONS

Intergovernmental – Federal/State/Other is based on anticipated Federal and State Grants.

Intergovernmental – County and Transfer from General Fund are the amounts needed to fund the budget after all other revenues are taken into account. It is allocated between the City and County according to the percentage of service usage for the calendar year just ended.

Local Funding Allocation Percentage (Based on percent of usage):

NOTE: Funding percentages shown include only City/County contributions and exclude all other revenue

	FY2019		FY2020		FY2021	
	County	City	County	City	County	City
Senior Services	57%	43%	67%	33%	65%	35%
Hall Area Transit -Fixed Route *	0%	100%	0%	100%	0%	100%
Hall Area Transit - Dial A Ride	N/A	N/A	100%	0%	100%	0%
Community Outreach	46%	54%	50%	50%	50%	50%

Other revenue sources include charges for services, fees, fares, reimbursements, and donations. These sources are projected based on history, planned rates for services, anticipated usage of fare/fee related programs, and other commitments.

COMMUNITY SERVICE CENTER FUND SUMMARY

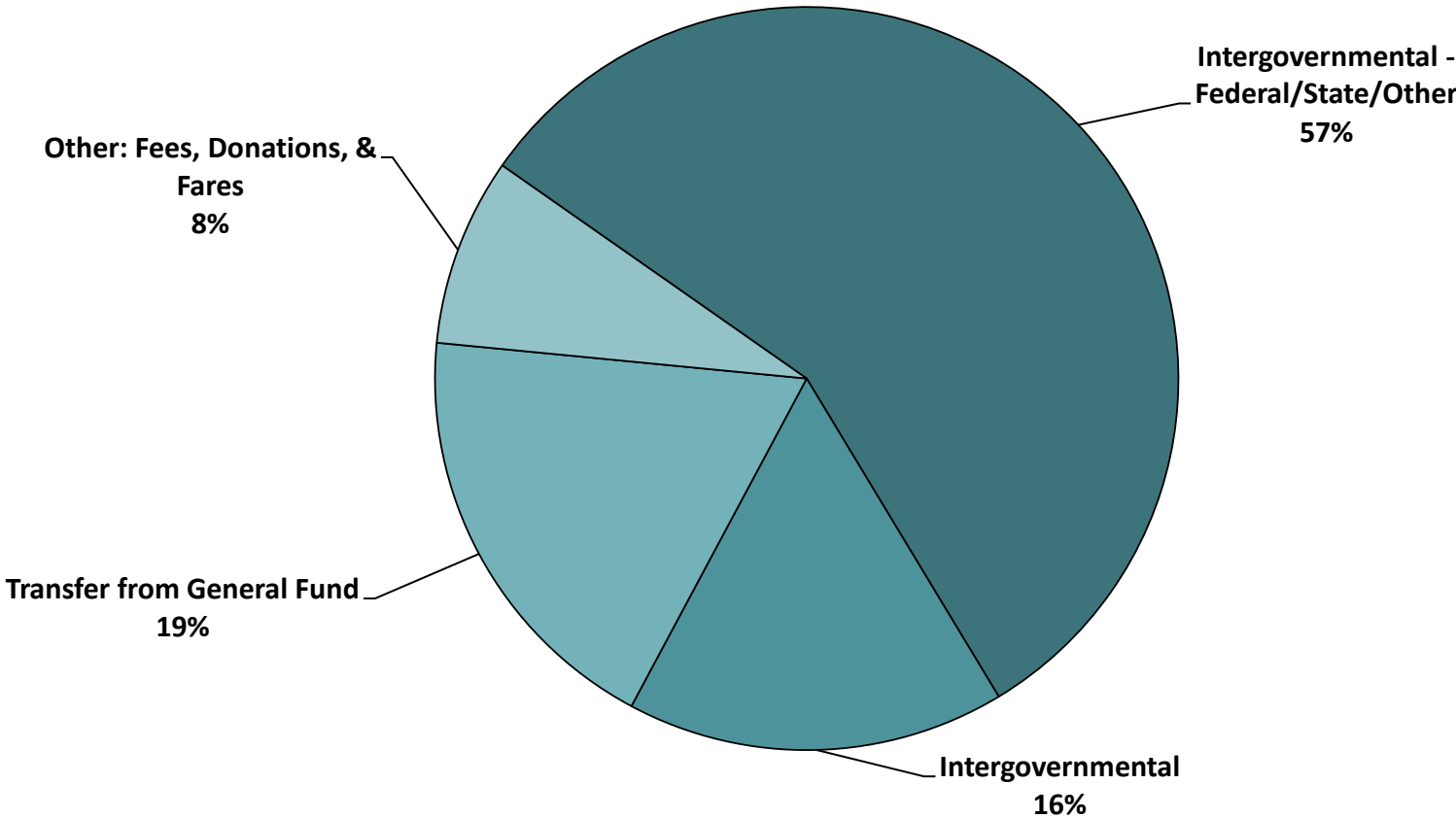
REVENUES

	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Intergovernmental - Federal/State/Other	\$ 1,301,676	\$ 1,633,584	\$ 2,272,282
Intergovernmental	524,625	667,377	660,388
Transfer from General Fund	869,405	751,163	751,163
Other: Fees, Donations, & Fares	433,309	337,420	328,370
Budgeted Fund Balance- Bldg. Operations	-	150,000	124,016
Total Revenues	3,129,015	3,539,544	4,136,219

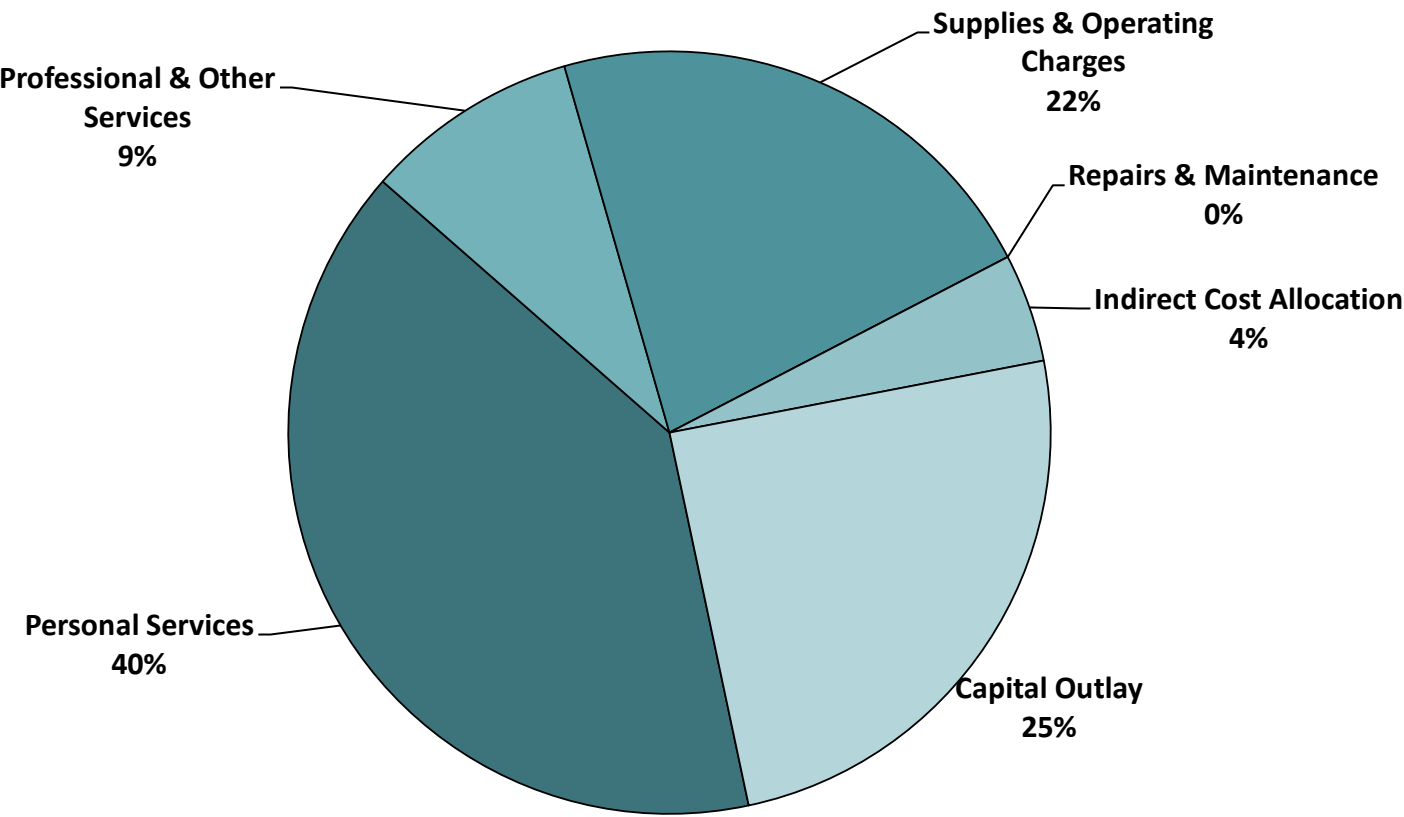
EXPENDITURES

Personal Services	1,506,210	1,631,156	1,645,409
Professional & Other Services	314,027	381,712	376,663
Supplies & Operating Charges	776,990	886,676	902,747
Repairs & Maintenance	-	-	-
Indirect Cost Allocation	190,001	190,000	190,000
Capital Outlay	46,850	450,000	1,021,400
Total Operating Expenditures	2,834,078	3,539,544	4,136,219
Other Expenditures:			
Transfers out	-	-	-
Total Expenditures	2,834,078	3,539,544	4,136,219
Excess Revenues Over/(Under) Expenditures	\$ 294,937	\$ -	\$ -

Revenues by Category



Expenditures by Category



CEMETERY TRUST SPECIAL REVENUE FUND

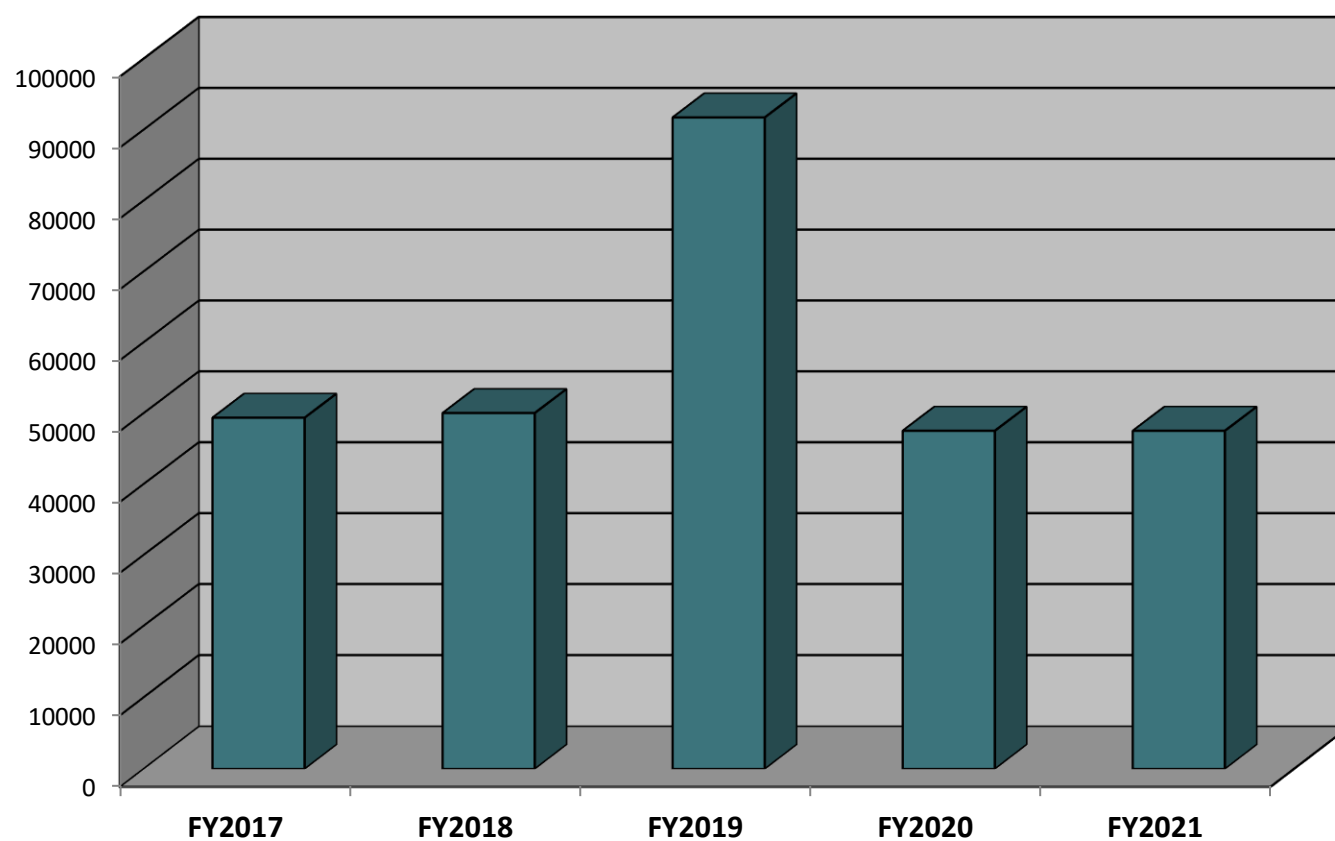
FUND DESCRIPTION:

The Cemetery Trust Fund is a Special Revenue Fund. Funds of this type are used to account for the proceeds of specific revenue sources that are legally or donor restricted to expenditures for specific purposes. The Cemetery Trust Fund is used to account for the revenues and expenditures of this fund; which are restricted to the operation and improvement of Alta Vista Cemetery.

CEMETERY TRUST FUND SUMMARY

REVENUES	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Interest on Investments	\$ 7,653	\$ 2,500	\$ 2,500
Sales & Services	58,560	45,000	45,000
Donations	25,500	-	-
Budgeted Fund Balance	-	-	-
Total Revenues	91,713	47,500	47,500
EXPENDITURES			
Purchased/Contracted Services	4,275	-	-
Available for Capital Projects	-	47,500	47,500
Total Expenditures	4,275	47,500	47,500
Excess Revenues Over/(Under) Expenditures	\$ 87,438	\$ -	\$ -

Cemetery Trust Fund Five Year Trend



CONFISCATED ASSETS FUND

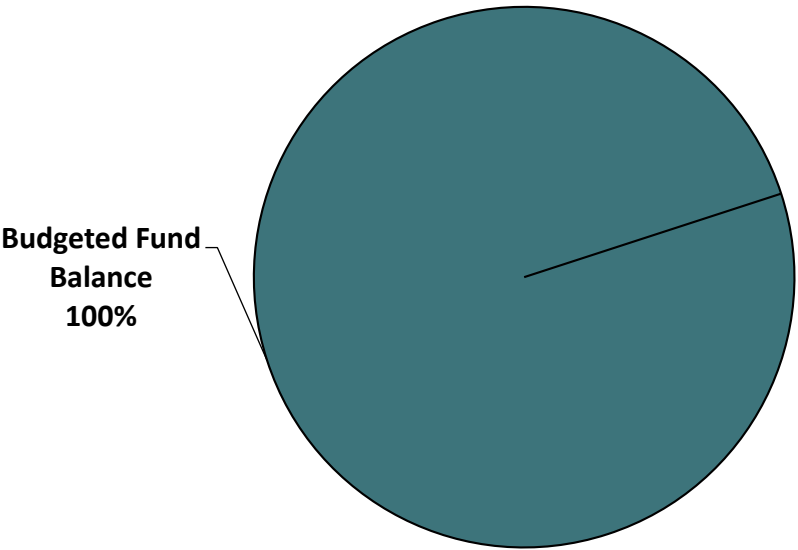
FUND DESCRIPTION:

This fund is a Special Revenue fund. Funds of this type are used to account for the proceeds of specific revenue sources that are legally or donor restricted to expenditures for specific purposes. The Confiscated Assets Fund is used to account for certain asset seizures confiscated by the City Police Department.

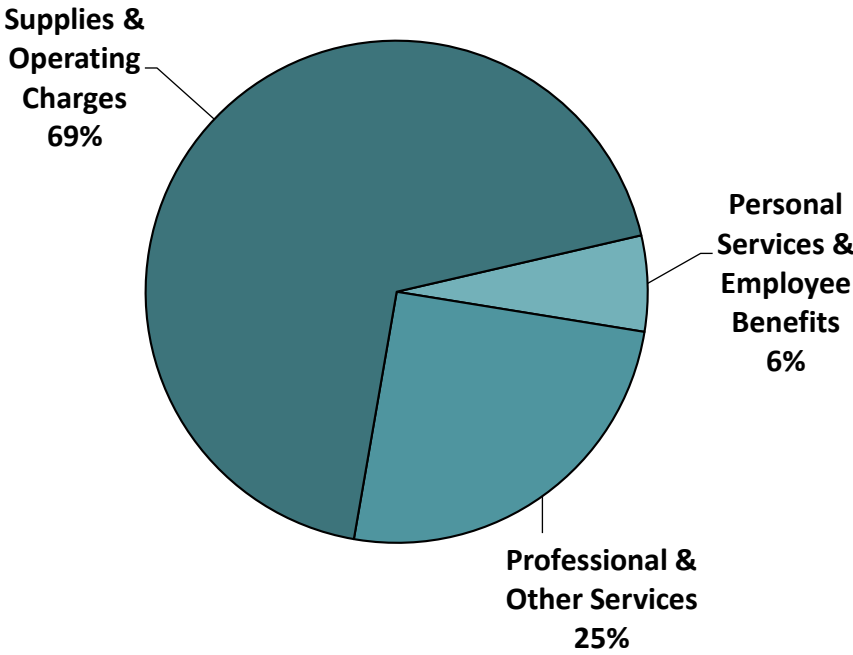
CONFISCATED ASSETS FUND SUMMARY

	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Revenue			
Cash Confiscations - State	\$ 27,566	\$ -	\$ -
Cash Confiscations - Local	44,322	-	-
Cash Confiscations - Federal	336,529	-	-
Sale of Assets	1,712	-	-
Interest on Investments	15,384	-	-
Budgeted Fund Balance	-	323,227	323,227
Total Revenue	425,513	323,227	323,227
Expenditures			
Personal Services & Employee Benefits	\$ 22,369	\$ 15,000	\$ 15,000
Professional & Other Services	105,980	61,227	61,227
Supplies & Operating Charges	206,255	167,000	167,000
Repairs and Maintenance	-	-	-
Capital Outlay	183,119	80,000	80,000
Total Expenditures	517,723	323,227	323,227
Excess Revenues Over/(Under) Expenditures	\$ (92,210)	\$ -	\$ -

Revenues by Category



Expenditures by Category



ECONOMIC DEVELOPMENT FUND

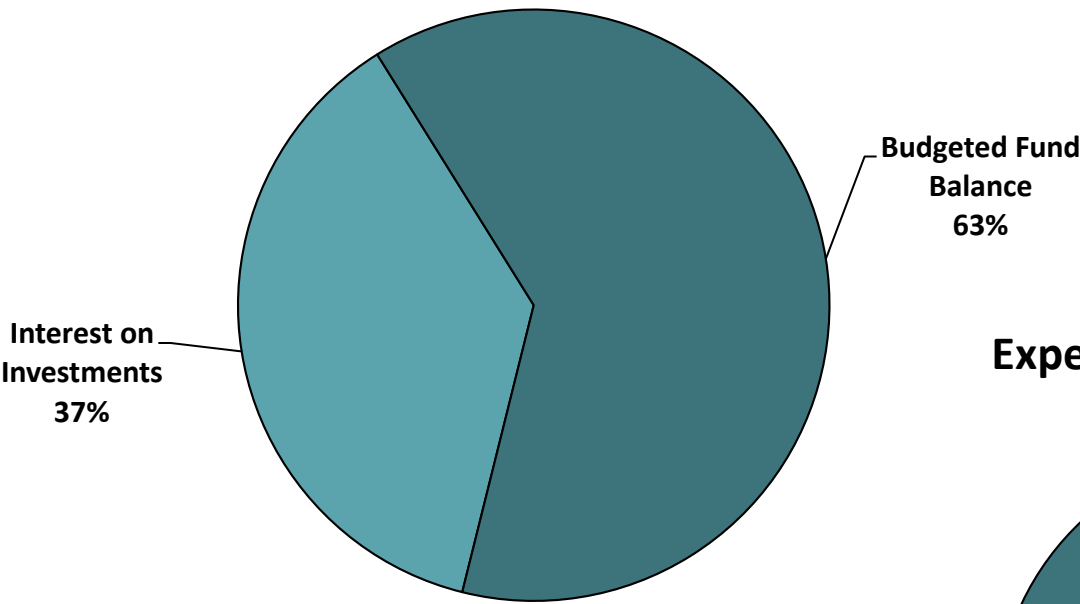
FUND DESCRIPTION:

This fund is a Special Revenue fund. Funds of this type are used to account for the proceeds of specific revenue sources that are legally or donor restricted to expenditures for specific purposes. The Economic Development Fund is used to account for certain economic development activities within the City.

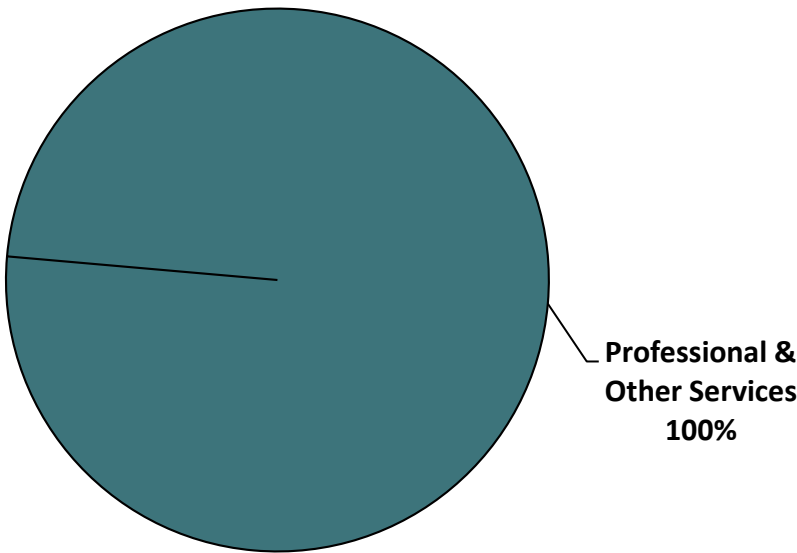
ECONOMIC DEVELOPMENT FUND SUMMARY

	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Revenue			
Interest on Investments	\$ 69,337	\$ 43,000	\$ 38,550
Gain/Loss on Investments	1,067,983	-	4,450
Budgeted Fund Balance	-	65,000	65,000
Total Revenue	1,137,320	108,000	108,000
Expenditures			
Professional & Other Services	210,327	108,000	108,000
Total Expenditures	210,327	108,000	108,000
Excess Revenues Over/(Under) Expenditures	\$ 926,993	\$ -	\$ -

Revenues by Category



Expenditures by Category



FIRE SERVICES FUND

DEPARTMENT DESCRIPTION:

Gainesville Fire District operates 4 fire stations equipped with a total of 13 fire trucks (7 engines, 3 aerials, 1 rescues, 2 squads and Georgia Search and Rescue (GSAR Task Force 1) truck). There are currently 92 employees working on three shifts (24 hours on, 48 hours off) and 11 staff members which include Fire Administration, Fire Operations, Fire Prevention and Training Divisions, for a total of 103 personnel. The Gainesville Fire Department is rated as an ISO Class I Fire Department. This rating allows our residents and businesses to receive lower insurance premiums and superior service.

MISSION STATEMENT:

Gainesville Fire Services District is committed to providing the highest level of fire and public safety services for our community. We protect lives and property through fire suppression, emergency medical response, disaster management, fire prevention and public education.

GOALS & OBJECTIVES:

1. Ensure the highest quality fire services are provided to the citizens and businesses of Gainesville.

- * Maintain our ISO Class I Rating.
- * Continued dialogue with Hall County Fire Services to ensure effective EMS service is being provided to the citizens of Gainesville.
- * Provide professional, safe and efficient emergency response.
- * Monitor and exceed acceptable thresholds within ISO's Fire Suppression Rating Schedule.
- * Monitor and exceed ISO required training hours per certified firefighter.
- * Target 5 homes per month in each station's area for smoke alarm installation.

2. Expand coverage to areas affected by growth.

- * Develop a plan of action for location, personnel and equipment for a possible new Station #5 and Station #6.
- * Develop a plan to seek funding through current and future grants.
- * Develop a plan of action to provide expanded emergency response to areas on and around Lake Lanier and commercial growth areas.

3. Develop and implement for safer emergency response throughout the city.

- * Implement a plan to reduce emergency response times.
- * Continue to add preemption devices at intersections.
- * Monitor and evaluate response times quarterly.

PERFORMANCE MEASURES:

MEASURES	City Wide Strategic Priority	ACTUAL			Thru 12/31	BUDGET	
		FY2017	FY2018	FY2019	FY2020	FY2020	FY2021
Average Response Time (Min:Sec) (Emergency)	QL	4:43	4:37	4:48	4:04	5:00	5:00
Average Training Hours per Firefighter	IO	359	352	297	131	240	240
Total Training Hours Received	IO	36,261	35,186	29,977	13,216	24,000	24,000
Training Hours Received In-house per Firefighter	IO	305	314	285	125	180	180
ISO Rating	ED	I	I	I	I	I	I
Number of Field Inspections	IO	3,541	3,784	3,673	1,722	3,500	3,500

REVENUE SOURCES & ASSUMPTIONS

Real & Personal Property Taxes: All taxable Real and Personal property within the City Limits of Gainesville is subject to ad valorem taxations.

Delinquent Property Taxes: Real and Personal Property Taxes collected after the fiscal year in which they are due.

Motor Vehicle Taxes: Motor vehicles within the city limits of Gainesville are subject to ad valorem taxation.

Penalties & Interest: Penalties and Interest for Delinquent Property Tax and returns not filed or filed late.

Interest is based on economic conditions, interest rates, and cash flow projections.

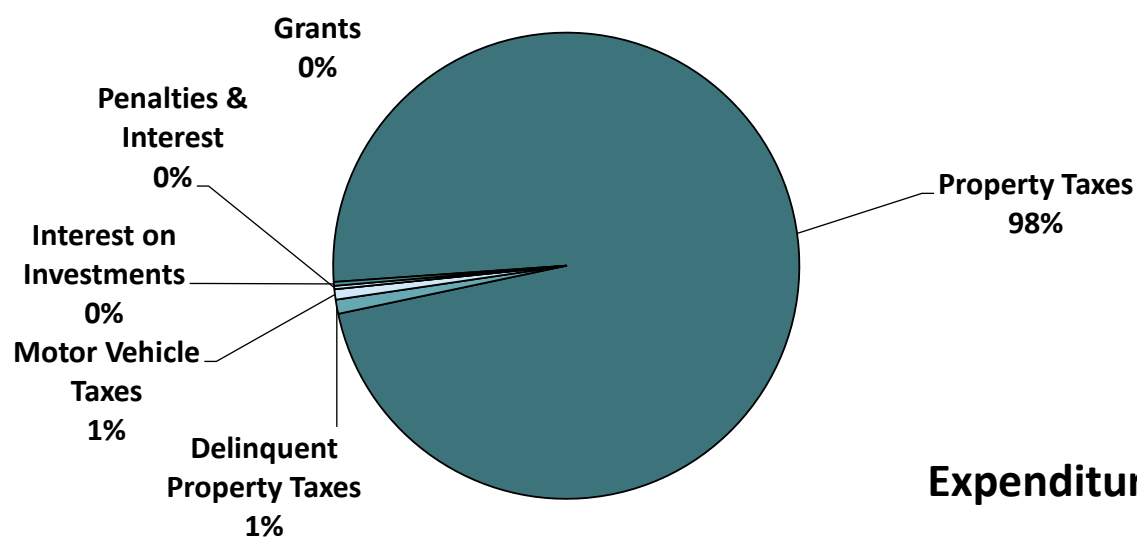
Budgeted Fund Balance in part represents prior year taxes collected in excess of budgeted amount and is used to fund capital purchases and other non-recurring expenditures.

FIRE SERVICES FUND SUMMARY

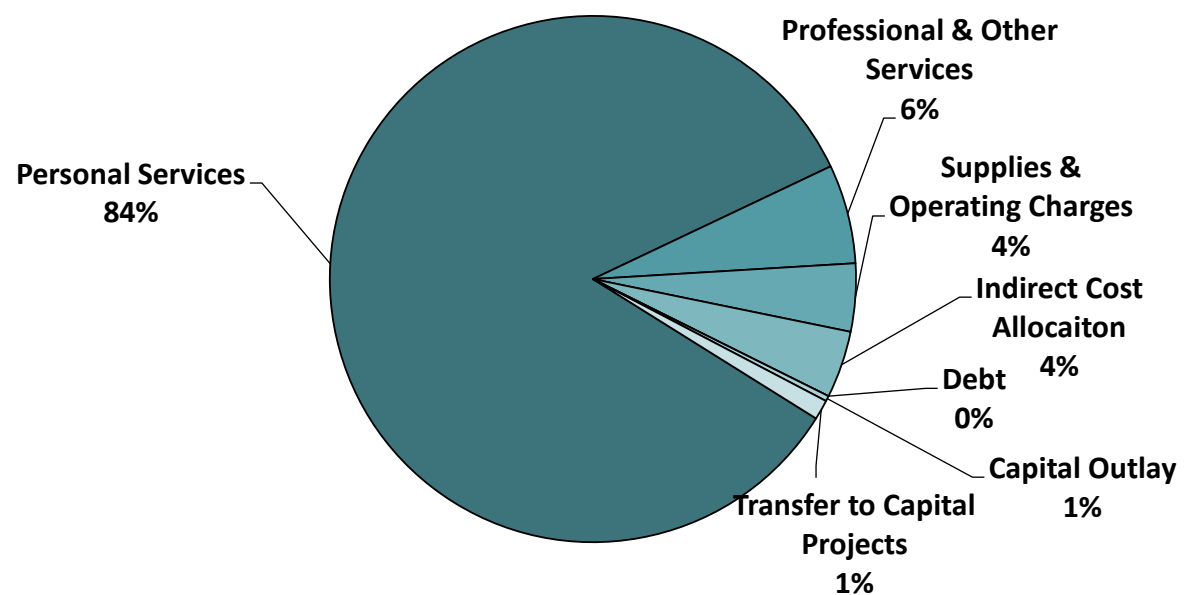
REVENUES	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Millage Rate	1.250	1.250	1.250
Property Taxes	\$ 5,884,952	\$ 6,182,923	\$ 6,652,569
Delinquent Property Taxes	-	61,829	66,526
Motor Vehicle Taxes	48,742	50,794	49,118
Grants	3,298	-	-
Penalties & Interest	7,300	15,860	15,860
Interest on Investments	23,593	30,026	18,026
Sale of Assets	235	-	-
Transfer from General Fund	3,199,225	2,700,000	2,249,904
Budgeted Fund Balance	-	300,000	-
Total Revenues	\$ 9,167,345	\$ 9,341,432	\$ 9,052,003
EXPENDITURES			
Personal Services	7,300,574	7,566,045	7,609,635
Professional & Other Services	401,922	493,555	551,048
Supplies & Operating Charges	316,914	390,815	377,815
Indirect Cost Allocaiton	373,505	373,505	373,505
Debt	-	282,812	-
Capital Outlay	-	132,700	30,000
Transfer to Capital Projects	-	102,000	110,000
Total Expenditures	\$ 8,392,915	\$ 9,341,432	\$ 9,052,003
Excess Revenues Over/(Under) Expenditures	\$ 774,430	\$ -	\$ -

***Fire Services Fund was started in FY2019, previously in the General Fund.

Revenues by Category



Expenditures by Category



TAX ALLOCATION DISTRICT FUND

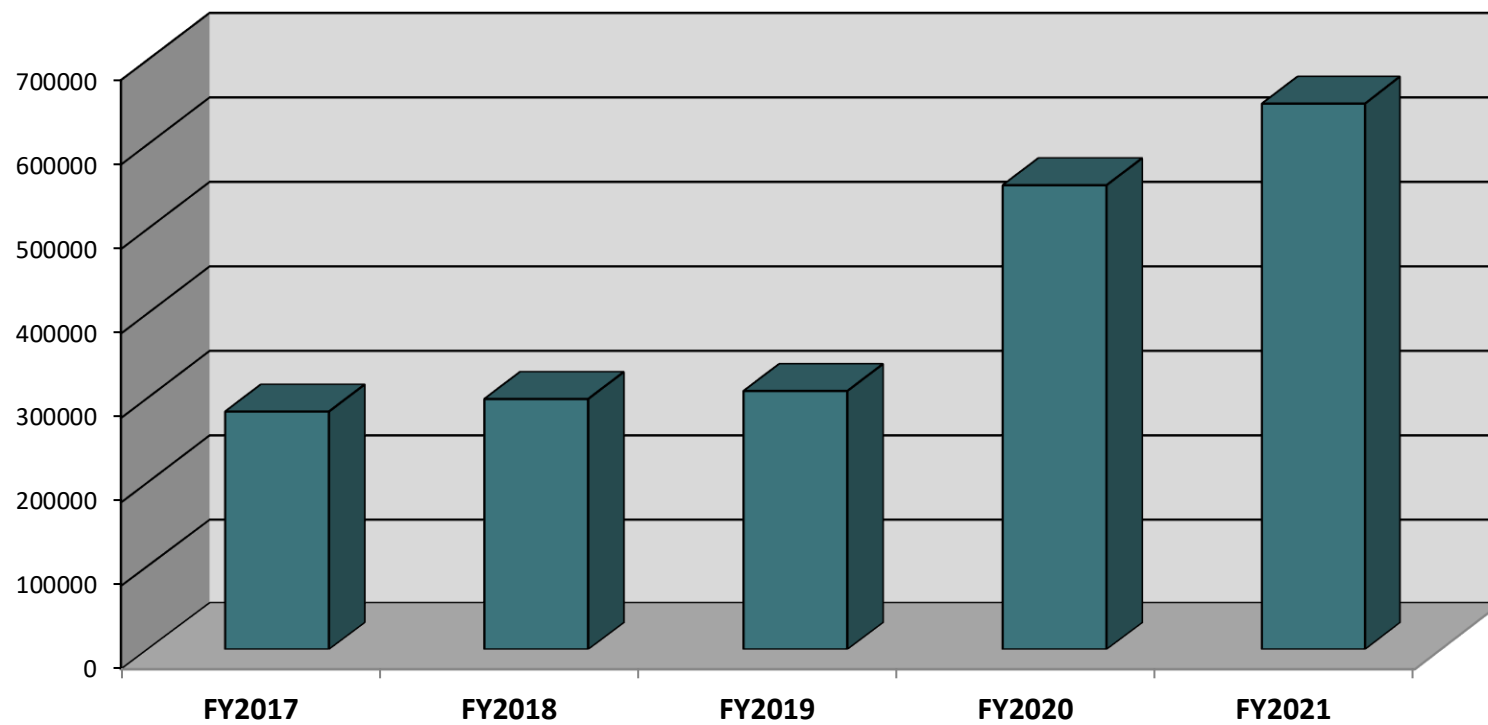
FUND DESCRIPTION:

This fund is used to account for ad valorem property tax collections derived from the City's two Tax Allocation Districts (Midtown and Westside) for the purpose of stimulating private redevelopment within these areas.

TAX ALLOCATION DISTRICT FUND SUMMARY

	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Revenue			
Property Tax - Current	\$ 60,329	\$ 62,100	\$ 154,263
Intergovernmental	207,299	209,100	488,069
Interest on Investments	40,557	15,000	5,950
Budgeted Fund Balance	-	265,543	-
Total Revenue	308,185	551,743	648,282
Expenditures			
Payments to Others	285,217	533,643	549,698
Transfer to Debt Fund	-	17,900	98,584
Available for Capital Projects	-	200	-
Total Expenditures	285,217	551,743	648,282
Excess Revenues Over/(Under) Expenditures	\$ 22,968	\$ -	\$ -

Five Year Budgeted Revenue Trend



HOTEL MOTEL TAX FUND

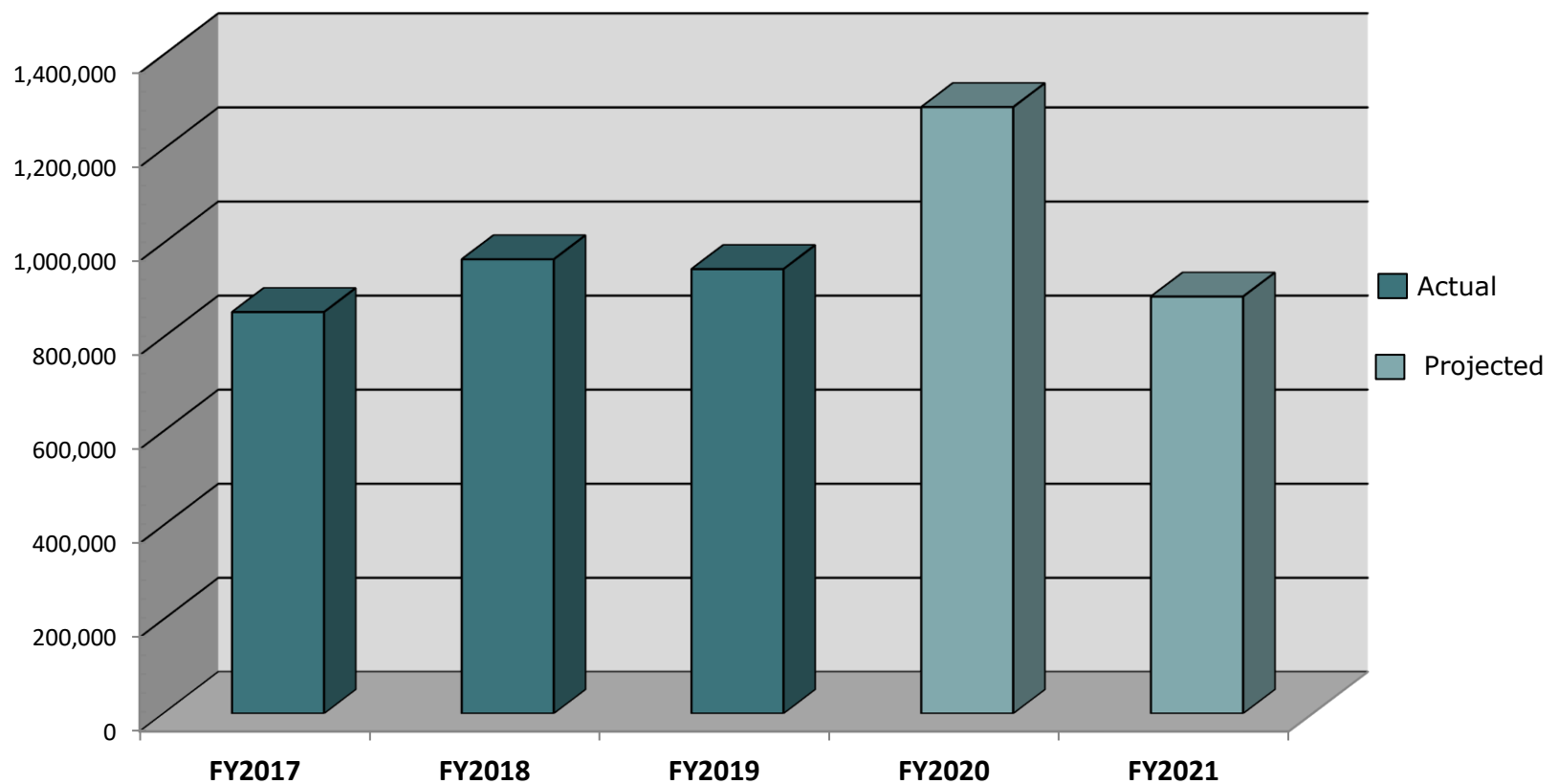
FUND DESCRIPTION:

Hotel/Motel Tax is a tax on room rentals at hotels and motels located within the City. The tax was assessed at the rate of 6% for fiscal years before 2020. The tax rate was raised to 8%. The revenue assumption for the fiscal year budget presented here was projected by calculating the forecasted tax base for the coming fiscal year (estimated by using the tax bases from several prior fiscal years) and then assessing the base at the rate of 8%.

HOTEL MOTEL TAX FUND SUMMARY

	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Revenue			
Hotel/Motel Taxes (5%)	\$ 878,031	\$ -	\$ -
Hotel/Motel Taxes (1% for Capital Projects)	175,652	-	-
Hotel/Motel Tax - Non Restricted (3%)	-	483,267	332,310
Hotel/Motel Tax - CVB (3.5%)	-	563,811	387,695
Hotel/Motel Tax - Tourism Development or CVB (1.5%)	-	241,633	166,155
Interest	1,591	600	425
Other	-	-	-
Transfer from General Fund	87,500	-	-
Budgeted Fund Balance	-	-	-
Total Revenue	1,142,774	1,289,311	886,585
Expenditures			
Gainesville Convention and Visitor's Bureau	764,162	942,589	775,815
Payment to Other Agencies	-	-	-
Available for Capital Outlay	-	103,367	-
Transfer to Capital Projects	216,085	85,000	-
Transfer to Debt Service	175,652	158,355	110,770
Total Expenditures	1,155,899	1,289,311	886,585
Excess Revenues Over/(Under) Expenditures	\$ (13,125)	\$ -	\$ -

Five Year Budget Trend



IMPACT FEE FUND

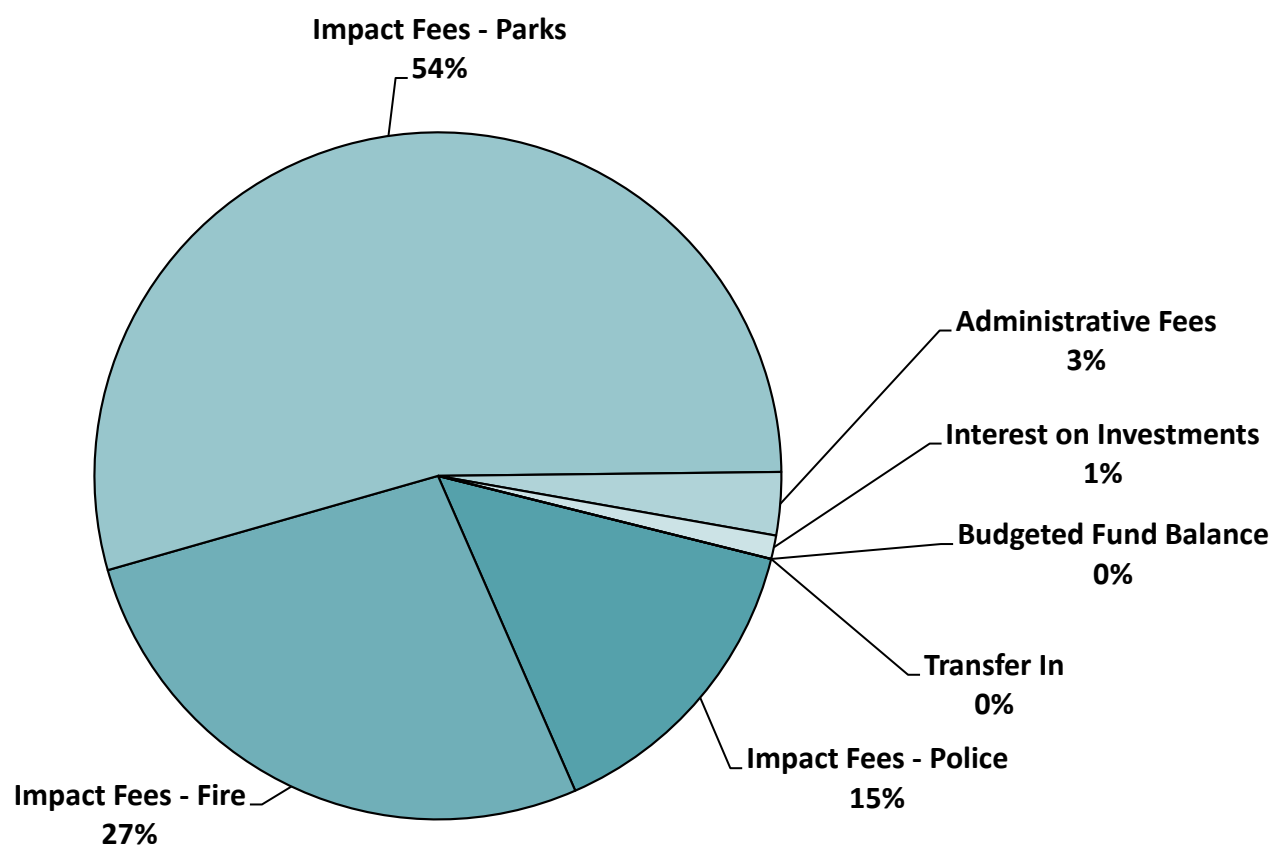
FUND DESCRIPTION:

Impact fees are collected by the City for the following areas: Police, Fire, and Parks & Recreation. The city also collects impact fees for libraries on behalf of Hall County. All fees collected are deposited into special accounts earmarked for the aforementioned divisions. In FY2020, fees pertaining to Police and Fire increased with Ordinance No. 2019-11. Funds expended on these service areas must be used on items identified in the Capital Improvement Element of the City of Gainesville's Comprehensive Plan. The Financial Services Department and Department of Planning and Development are required to submit annual reports detailing the expenditure of funds to the Department of Community Affairs. The Gainesville City Council has designated, through ordinance, the Director of Planning and Development as the Impact Fee Administrator.

IMPACT FEE FUND SUMMARY

	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Revenue			
Impact Fees - Police	\$ 72,300	\$ 127,871	\$ 145,000
Impact Fees - Fire	131,777	233,574	270,000
Impact Fees - Parks	834,061	359,800	540,000
Administrative Fees	36,893	37,519	29,536
Interest on Investments	76,693	24,908	11,000
Transfer In	27,456	-	-
Budgeted Fund Balance	-	2,403,847	-
Total Revenue	1,179,180	3,187,519	995,536
Expenditures			
Transfer to General Fund	36,893	37,519	29,536
Transfer to Capital Project Funds - Police	-	-	-
Transfer to Capital Project Funds - Fire	-	600,000	-
Transfer to Capital Project Funds - P&R	650,000	2,550,000	-
Available for Capital Projects	-	-	966,000
Total Expenditures	686,893	3,187,519	995,536
Excess Revenues Over/(Under) Expenditures	\$ 492,287	\$ -	\$ -

IMPACT FEE FUND REVENUES BY TYPE



INFORMATION TECHNOLOGY FUND

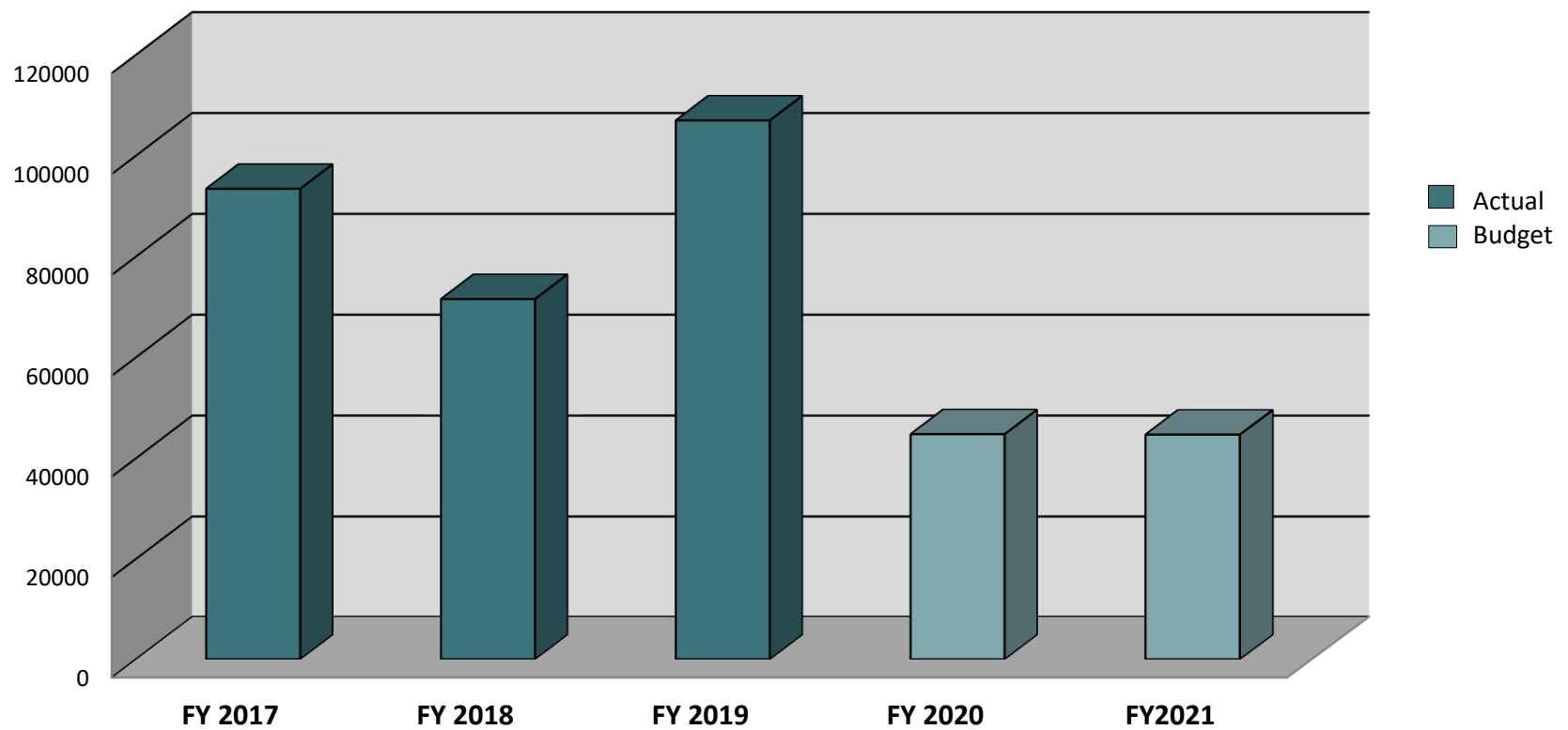
FUND DESCRIPTION:

This fund is used to account for an Information Technology fee derived from each citation issued by City of Gainesville Police officers, for the purpose of improving functionality and efficiency through the use of enhanced technology.

INFORMATION TECHNOLOGY FUND SUMMARY

	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Revenue			
Technology Fees	\$ 61,792	\$ 44,784	\$ 42,000
Interest on Investments	3,962	-	2,700
Transfers In	41,250	-	-
Budgeted Fund Balance	-	-	-
Total Revenue	107,004	44,784	44,700
Expenditures			
Transfers to GG CIP	-	31,000	-
Supplies and Operating Charges	9,693	13,784	44,700
Capital Outlay	-	-	-
Available for Capital Projects	-	-	-
Total Expenditures	9,693	44,784	44,700
Excess Revenues Over/(Under) Expenditures	\$ 97,311	\$ -	\$ -

Five Year Trend



PARKS AND RECREATION

DEPARTMENT DESCRIPTION:

The Gainesville Parks and Recreation Agency was founded in 1924 by a special election by the citizens of Gainesville. Governed by a nine-member appointed board having the legal responsibility to provide, establish, maintain and conduct a comprehensive parks and recreation program, the Gainesville Parks and Recreation is funded through City of Gainesville ad valorem taxes and fees & charges. All programs are available to city residents as well as those residing outside the City. Therefore, in fairness to the residents of Gainesville, a non-resident fee may be added to programs to help offset the costs of providing them. The Gainesville Parks and Recreation Agency is one of only 174 agencies nationwide and one of ten agencies in the State of Georgia to have achieved accreditation from the Commission for Accreditation of Parks and Recreation Agencies. Parks and Recreation provides benefits for Our Health, Our Community, Our Youth, Our Environment, and Our Economy.

MISSION STATEMENT:

The Gainesville Parks and Recreation Agency, through a coordinated effort, seeks to enrich the quality of life of the citizens we serve by providing safe and accessible facilities and a diversified program of activities in an effective, efficient, equitable and responsive manner.

GOALS & OBJECTIVES:

1. To enhance the quality of life of the citizens of Gainesville through Service Quality in Parks and Recreation Opportunities.

- * Provide high quality, clean, safe, accessible and diversified park amenities and open spaces that support opportunities for active and passive recreation for all citizens through continuous inspection of all parks and facilities.
- * Continue to increase health and wellness opportunities by expanding fitness offerings at Frances Meadows and other facilities/parks.
- * Provide well-maintained rental spaces that meet the needs of citizens while maximizing equipment and facility life spans.
- * Utilize the Agency's Strategic Plan and 2030 Master Plan to focus on the future of the parks and recreation activities and services.

2. To sustain financial stewardship through streamlining leisure services and building effective partnerships that support the needs of the citizens.

- * Continue to offset operational costs through increased sponsorships.
- * Review fees and charges at Frances Meadows Aquatic Center based on operational costs, while still in line with market analysis.
- * Communicate better with other City departments, service providers, City Schools, and County Parks & Leisure to support service delivery.
- * Review service programming: Increase free opportunities; Support and promote self recreation; and review all programming based on partnerships.

3. To provide customer satisfaction for all Agency programs, facilities, and services.

- * Maintain customer service campaign that solicits and monitors public input regarding the Agency's performance in services provided.
- * Provide major and operating capital to implement updates and upgrades to facilities, parks and programs based on public input. (Park Signage, Civic Center Renovations, Longwood Playground Improvements, Youth Sports Complex, Park Restrooms, Outdoor Pool, Etc.)
- * Improve park maintenance through a strengthened organizational structure and through promotion of external stewardship.
- * Provide Staff training opportunities.

PERFORMANCE MEASURES:

MEASURES	City Wide Strategic Priority	ACTUAL			Thru 12/31	BUDGET	
		FY2017	FY2018	FY2019	FY2020	FY2020	FY2021
# Park Audits Annually	IO	20	20	21	8	21	21
# Youth Athletic participants*	LS	2407	2365	2371	1075	2000	2500
Decrease energy consumption**	IO	-8%	1%	5%	-34%	Even	Even
# Staff training opportunities	IO	161	215	167	89	150	175
# Sponsorships	IO	75	77	80	48	75	80
# Fitness visits to Frances Meadows Center ***	LS	57800	61,895	69,632	34,314	60,000	65,000
# Volunteer Hours	IO	12435	10,370	10,645	5,666	11,000	11,000
Customer Service Rating ****	IO	3.7	3.8	3.9	3.8	3.8	3.8
# Written Partnership Agreements	IO	14	14	14	14	14	14

*Youth Athletic participation includes Travel Ball players at Lanier Point & Lanier Aquatic Swimmers **LLOP as new facility ***Fitness Center and Classes ****Rating scale 1-poor to 4-excellent.

REVENUE SOURCES & ASSUMPTIONS

Ad Valorem Tax is based on the same projected digest used for the General Fund.

Charges for Services includes admissions, program and league fees, facility leases, concession operations, etc. Projections rely on historical trends and economic conditions.

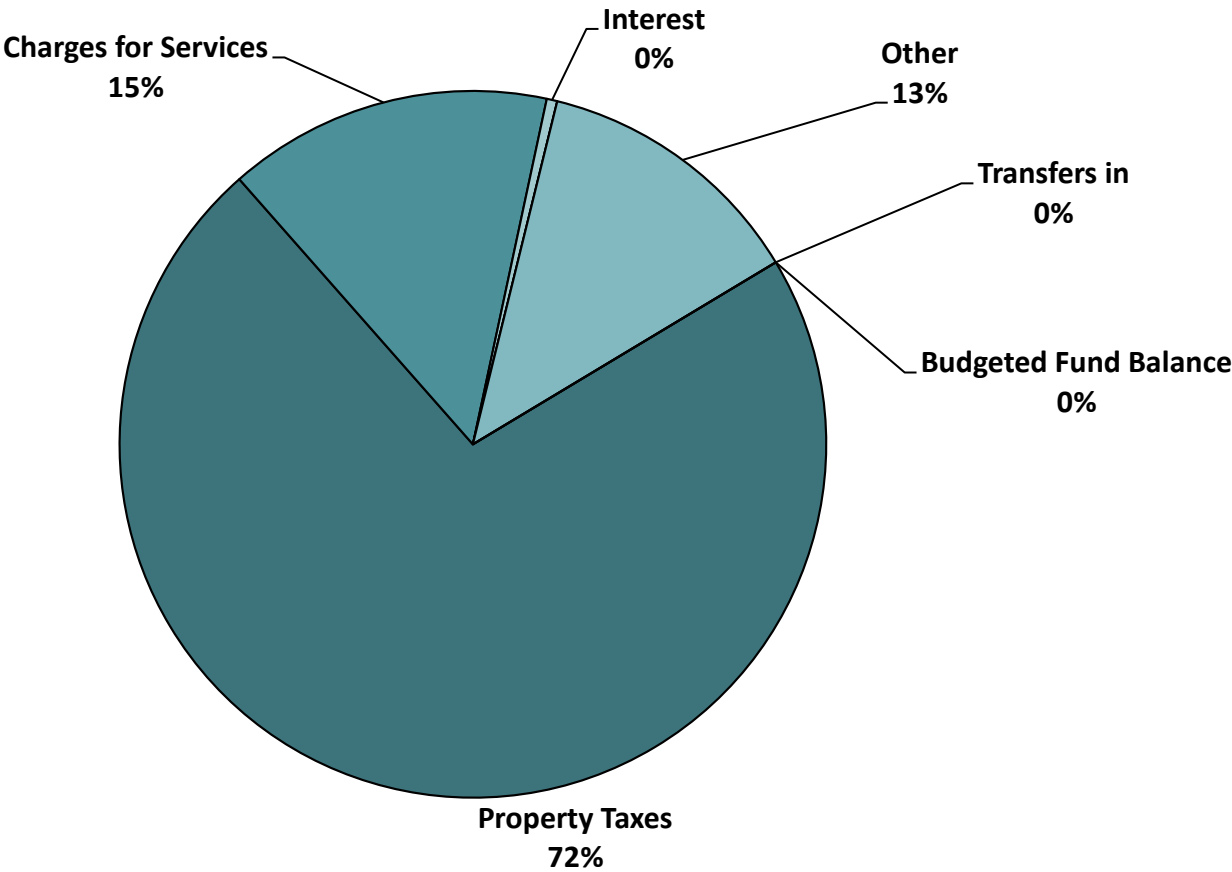
Interest is based on economic conditions, interest rates, and cash flow projections.

Budgeted Fund Balance in part represents prior year taxes collected in excess of budgeted amount and is used to fund capital purchases and other non-recurring expenditures.

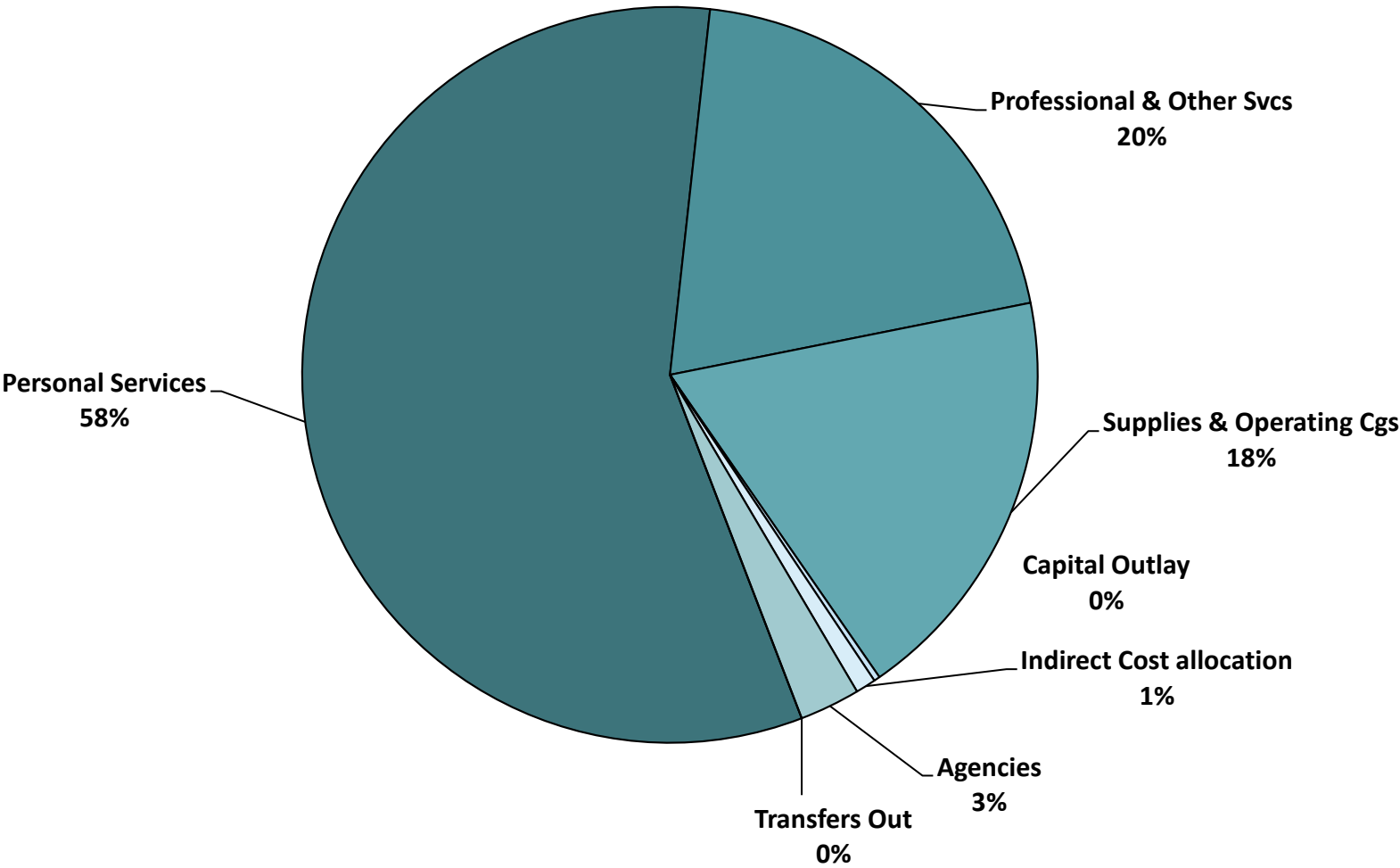
PARKS AND RECREATION FUND SUMMARY

REVENUES	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Millage Rate	0.750	0.750	0.750
Property Taxes	\$ 3,595,002	\$ 3,780,828	\$ 4,064,427
Charges for Services	960,222	964,615	837,151
Interest	77,476	27,250	27,250
Intergovernmental	5,565	-	-
Other	1,082,119	878,710	707,250
Transfers in	17,236	94,855	-
Budgeted Fund Balance	-	-	-
Total Revenues	5,737,620	5,746,258	5,636,078
EXPENDITURES			
Personal Services	2,753,388	3,295,071	3,245,010
Professional & Other Svcs	866,714	1,123,238	1,133,965
Supplies & Operating Cgs	884,002	1,040,949	1,042,103
Capital Outlay	24,956	12,000	15,000
Indirect Cost allocation	50,000	50,000	50,000
Agencies	160,000	-	150,000
Transfers Out	235,000	225,000	-
Total Expenditures	4,974,060	5,746,258	5,636,078
Excess Revenues Over/(Under) Expenditures	\$ 763,560	\$ -	\$ -

Revenues by Category



Expenditures by Category



GAINESVILLE CONVENTION AND VISITOR'S BUREAU

DEPARTMENT DESCRIPTION:

The Gainesville Communications and Tourism Office combines Main Street Gainesville, Public Information for City residents, Convention and Visitor's Bureau and the Lake Lanier Olympic Park.

MISSION STATEMENT:

Inform Gainesville residents on city government and city services, promote the downtown/midtown area as a new location for business, provide marketing support for existing businesses, and partner with area hotels and numerous local attractions to bring more visitors to the City. In addition, Lake Lanier Olympic Park serves as the city's top attraction that serves over 200,000 visitors annually and produces an average annual economic impact to the community of over \$4.5M.

FY2021 GOALS & OBJECTIVES:

1. Increase Tourism Activity in Gainesville

- * Creation of Mobile/Digital Kiosk
- * Recruitment of three new overnight events
- * Creation of a City Pass program - or discounted tourism partner program

2. Encourage new business development and enhance established businesses around the Gainesville Square

- * Increase connectivity throughout Historic Downtown Gainesville through promotion of the Highlands to Islands Trail.
- * Use placemaking to generate interest in under-utilized areas of downtown.
- * Increase Main Street membership.

3. Promote Community Awareness of City Services and Utilization of City Programs

- * Continue the new "mini" Citizens' Government Academy to expand the program's reach into the community.
- * Educate residents on city services, upcoming events, etc. via online communication platforms, including website and social media, with emphasis on increased video/photographic content
- * Redesign the city website so it is easier to access via mobile devices and offers more services.

4. Foster the development of the sports of rowing and canoe/kayak and to insure community inclusion in the use and development of programs and facilities at LLOP.

- * Continue to provide quality services and events, adding new events and rentals
- * Insure accountability and safety at LLOP
- * Improve communication with the community and stakeholders through marketing

PERFORMANCE MEASURES:

MEASURES	City Wide Strategic Priority	ACTUAL			Thru 03/01/2020	BUDGET	
		FY2017	FY2018	FY2019		FY20	FY21
Events Booked	LS	20	29	46	49	35	50
Main Street Events	LS	31	31	31	38	31	38
Total Main Street Members	IO	30	26	14	17	40	30
LLOP Private Events Booked		22	24	21	33	30	35
LLOP Events		2	8	10	10	10	12
Social Media Followers (Explore Gainesville, Downtown Gainesville, LLOP, Chicken Festival, City of Gainesville)	LS		19,042	25,265	26,152	27,000	29,000
Gainesville.org Users	LS	362,993	348,693	398,174	78,394	380,000	399,000
Hotel/Motel Revenue	LS	\$928,816	\$966,533	\$1,044,089	\$806,043	\$950,000	\$1,200,000

REVENUE SOURCES & ASSUMPTIONS

Hotel/Motel Tax is a tax on room rentals at hotels and motels located within the City.

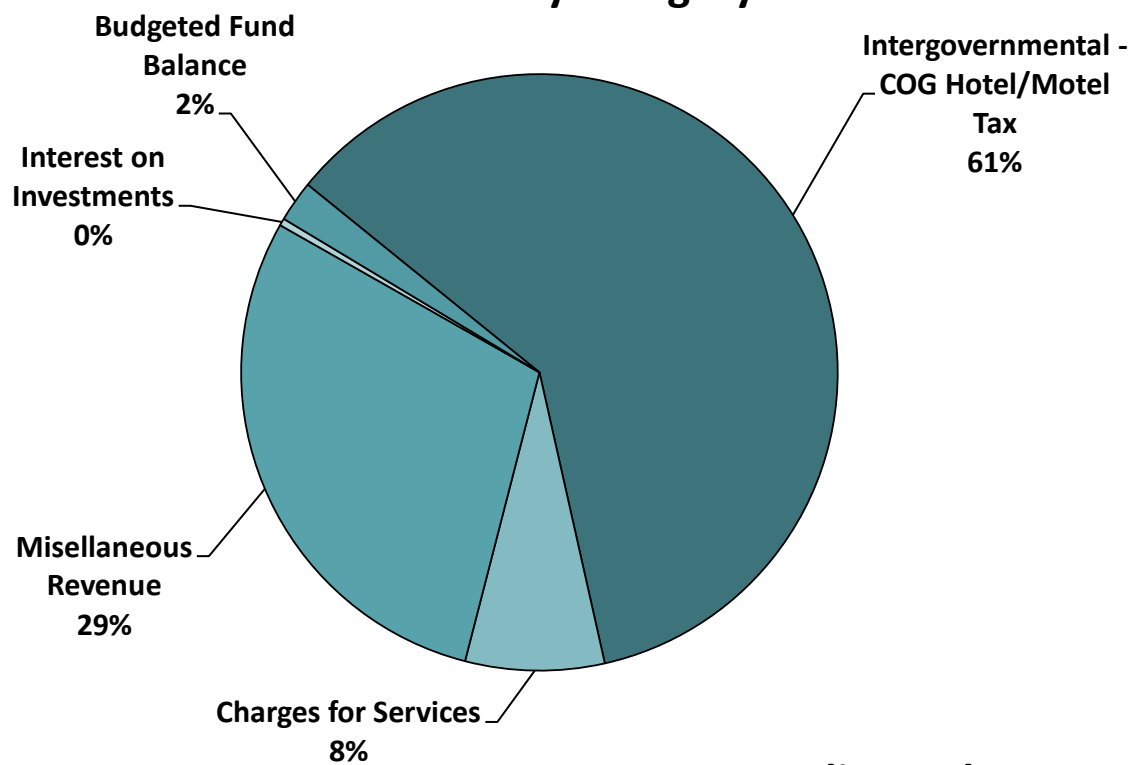
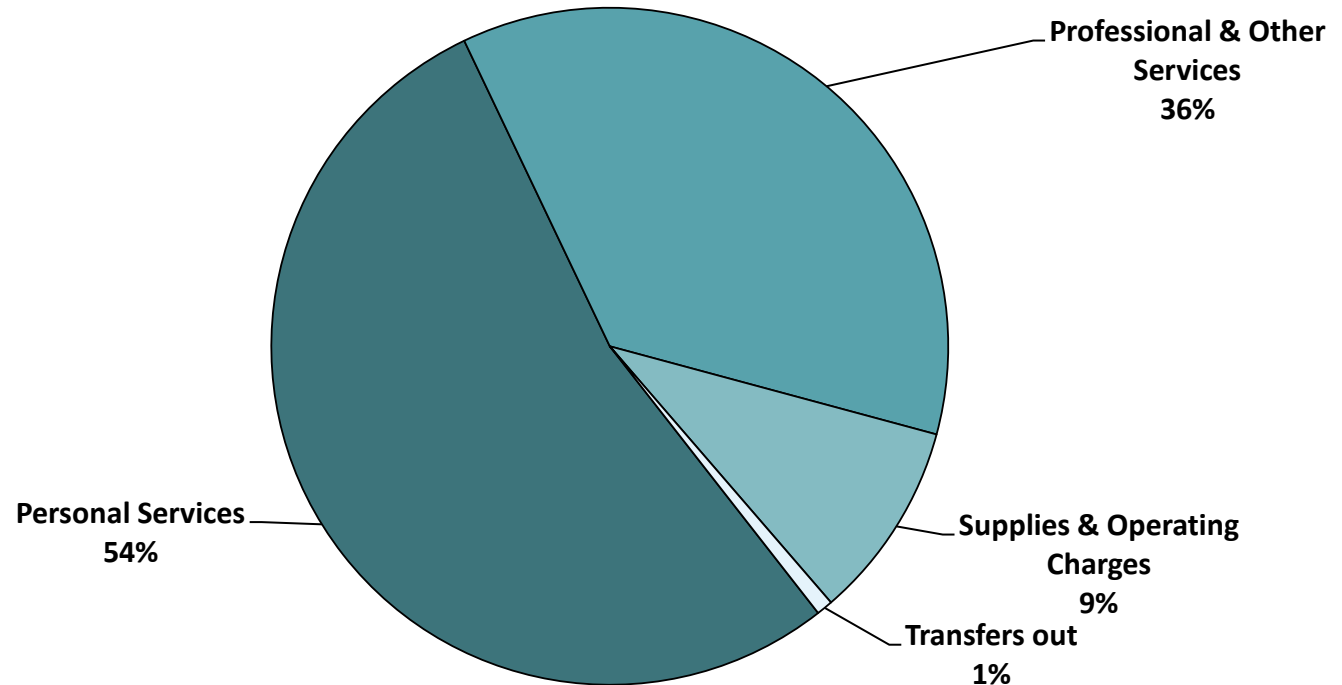
Charges for Services includes admissions, program and league fees, facility leases, concession operations, etc. Projections rely on historical trends and economic conditions.

Interest is based on economic conditions, interest rates, and cash flow projections.

Budgeted Fund Balance in part represents prior year taxes collected in excess of budgeted amount and is used to fund capital

GAINESVILLE CONVENTION AND VISITOR'S BUREAU FUND SUMMARY

REVENUES	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Intergovernmental - COG Hotel/Motel Tax	\$ 764,162	\$ 942,589	\$ 775,815
Charges for Services	10,667	17,700	96,400
Interest on Investments	11,785	5,003	5,000
Misellaneous Revenue	20,370	145,686	373,512
Budgeted Fund Balance	-	-	28,484
Total Revenues	806,984	1,110,978	1,279,211
EXPENDITURES			
Personal Services	314,216	518,413	684,116
Professional & Other Services	220,348	316,563	463,967
Supplies & Operating Charges	41,340	276,002	121,128
Transfers out	-	-	10,000
Capital Outlay	-	-	-
Total Expenditures	575,904	1,110,978	1,279,211
<i>Excess Revenues Over/(Under) Expenditures</i>	<i>\$ 231,080</i>	<i>\$ -</i>	<i>\$ -</i>

Revenues by Category

Expenditures by Category


LAND BANK AUTHORITY

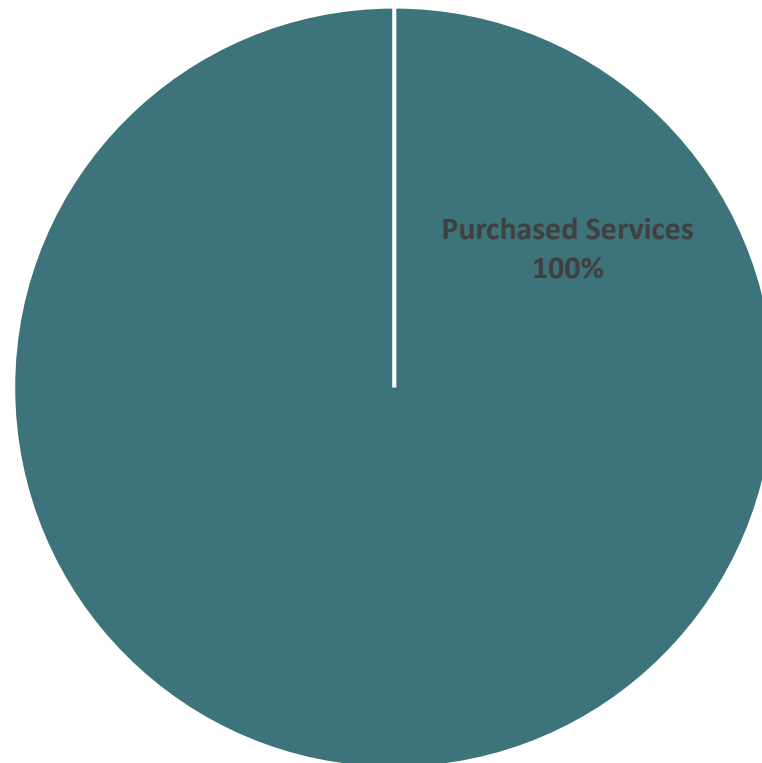
FUND DESCRIPTION:

This fund is used to account for any transactions associated with the management of property held by the Land Bank Authority.

INFORMATION TECHNOLOGY FUND SUMMARY

	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Revenue			
Transfers in	\$ -	\$ 75,000	\$ -
Budgeted Fund Balance	-	-	75,000
Total Revenue	-	75,000	75,000
Expenditures			
Purchased Services	-	75,000	75,000
Available for Capital Projects	-	-	-
Total Expenditures	-	75,000	75,000
<i>Excess Revenues Over/(Under) Expenditures</i>	\$ -	\$ -	\$ -

* The Land Bank Authority was established during FY2019.



CAPITAL IMPROVEMENT PROGRAM

FUND DESCRIPTION:

These budgets represent the first year of the present five year Capital Improvement Program (CIP). The section also includes a summary of the entire CIP, as well as more detailed information regarding those projects funded for the first year. Capital improvement budgets remain open until the project is completed.

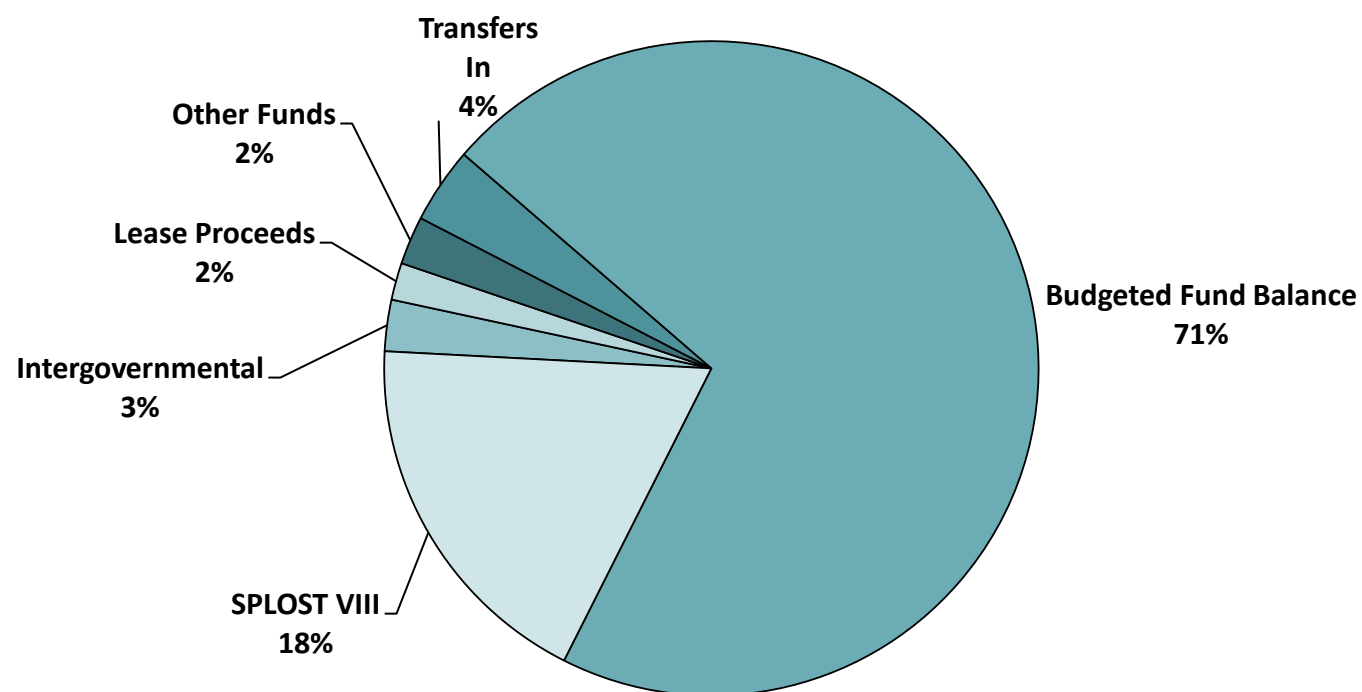
MISSION STATEMENT:

It is the mission of the Capital Improvement Program to identify, measure, and plan for future Capital needs while adhering to the central mission of the City of Gainesville.

CAPITAL IMPROVEMENTS PROGRAM FUND SUMMARY

REVENUES	FY2019 BUDGET	FY2020 BUDGET	FY2021 BUDGET
Intergovernmental:			
Georgia Department of Transportation	\$ 250,000	\$ 300,000	\$ -
Federal Grants	959,100	1,216,000	893,800
Hall County	-	154,050	-
SPLOST VII	6,010,000	5,948,816	-
SPLOST VIII	-	-	6,469,800
Lease proceeds	961,000	275,000	645,000
Contributions	-	-	-
Airport Fund	-	-	247,000
Solid Waste Fund	-	-	470,000
Community Service Center	-	-	121,200
Transfers From:			
General Fund	4,682,542	4,408,322	1,179,447
Fire District		102,000	110,000
Hotel/Motel Tax Fund	210,000	85,000	-
Information Tech Fund	-	31,000	-
Department of Water Resources Operating Fund	919,380	-	20,000
Impact Fee Fund	1,000,000	3,150,000	-
Solid Waste Fund	435,000	826,000	-
Gainesville CVB	-	-	10,000
Parks and Recreation	210,000	270,000	-
Budgeted Fund Balance:			
DWR Fund Balance	38,368,000	13,385,000	25,000,000
CSC Fund Balance	-	75,000	-
Capital Projects Fund Balance	-	1,250,000	-
Total Revenues	\$ 54,005,022	\$ 31,476,188	\$ 35,166,247

FY 2021 Funding Sources

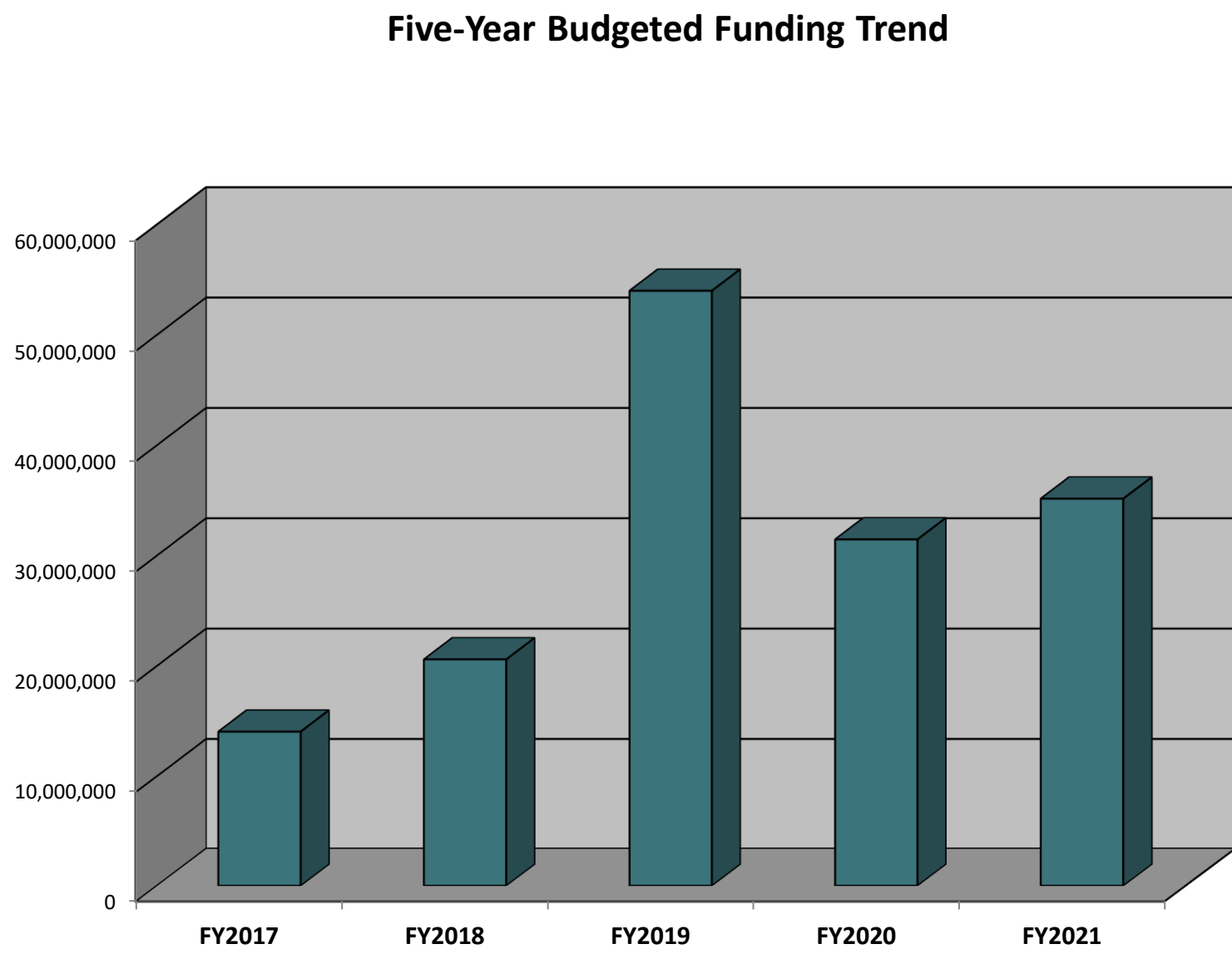
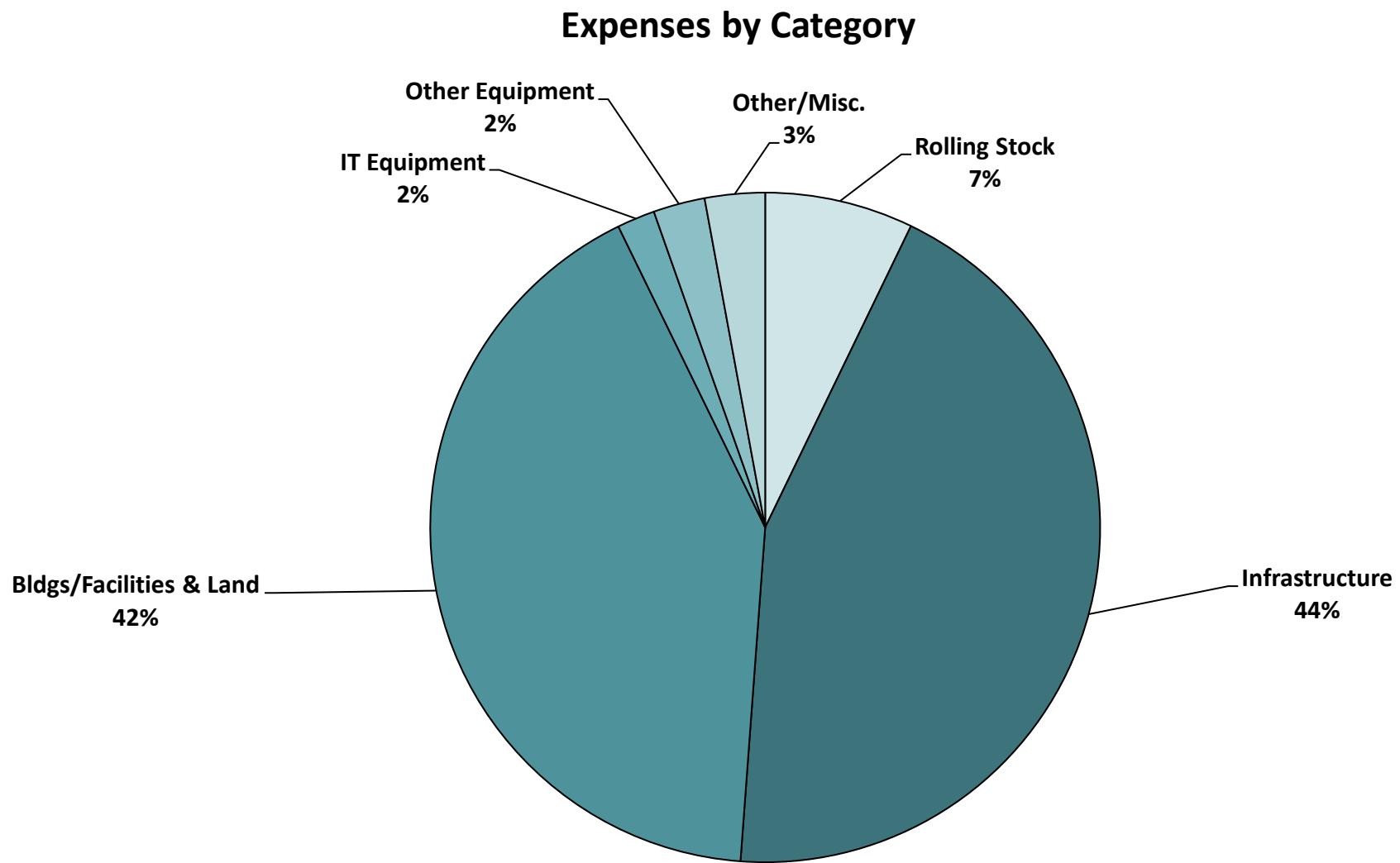


CAPITAL IMPROVEMENT PROGRAM FUND SUMMARY			
EXPENDITURES	FY2019 BUDGET	FY2020 BUDGET	FY2021 BUDGET
City Managers Office			
City Campus Improvements	-	525,000	-
Municipal Code Update	-	30,000	15,000
Multi Purpose Room Enhancements	-	96,000	61,500
Downtown Parking & Pedestrian Improvements	-	-	1,503,334
Placemaking Implementation	-	-	50,000
Fleet Van	-	-	50,000
Demolition Program	-	-	50,000
Signage Program	-	-	75,000
Midtown Greenway Park	-	-	250,000
Financial Services			
New Software and Enhanced Systems	-	100,000	130,000
Information Technology			
Expansion of Disk Storage	40,000	200,000	-
Network Security	60,000	-	-
Network Upgrade	148,100	100,250	150,000
Multi Purpose Room Technology	-	-	48,425
Data Center Uninterruptable Power System and A/C	275,000	-	-
Vehicle Replacement	-	30,000	-
Community Development Department			
Vehicles	-	89,100	-
Comprehensive Plan Update	-	-	75,000
Park Hill Dr. Neighborhood Plan	30,000	35,000	-
Green Street Station Renovation	50,000	-	-
Midtown Greenway-Phase III	200,400	-	-
ULDC Update	-	70,000	-
Police			
Police Department Fleet (New)	297,000	275,000	290,000
Vehicle Mobile Data Terminal	-	-	71,000
Portable Radios	93,522	93,522	93,522
Video/Audio Recording Equipment	-	55,000	-
Fire Services			
Fire Station #2 Relocation	-	600,000	-
Fleet Replacement - Battalion Vehicle Replacement	-	42,000	-
Replacement Radios	110,000	60,000	-
Two Fleet Replacement Pumpers	-	-	296,466
Fleet Replacement Vehicles	-	-	45,000
Carbon Removal System	-	-	30,000
Fleet Replacement Aerial Apparatus (Lease)	284,000	-	-
New Station #5 & #6 Planning	250,000	-	-
Intersection Pre-emption	-	-	35,000
Fire Boat	350,000	-	-
Public Works - Public Land and Buildings			
Administrative Building Renovation	825,000	771,000	25,000
Parking Deck Design	-	250,000	-
Fleet Replacement - Service Truck	-	45,000	-
Fleet Replacement - Fleet Vehicle	-	30,000	-
Roosevelt Square Lighting Project	40,000	-	-

CAPITAL IMPROVEMENT PROGRAM FUND SUMMARY			
EXPENDITURES	FY2019 BUDGET	FY2020 BUDGET	FY2021 BUDGET
Public Works - Engineering			
Street Resurfacing (Major Projects)	500,000	550,000	250,000
Roadway Patching Program	125,000	125,000	50,000
Greenway Connectivity	-	1,200,000	-
In-House Paving Program	660,000	660,000	500,000
Roadway Beautification	150,000	100,000	-
Memorial Park Drive Improvements	-	-	250,000
Transportation Plan Implementation	500,000	350,000	25,000
Downtown Alley and Plaza Program	-	50,000	-
Sidewalk Program	75,000	75,000	100,000
Bridge Maintenance Program	-	25,000	-
Green Street Study Implementation	100,000	50,000	25,000
Traffic Calming / Road Safety Devices	40,000	40,000	40,000
Asphalt Preservation	50,000	50,000	50,000
Fleet Replacement	-	60,000	-
City Park Roundabout	-	-	450,000
Streetscaping - Washington & Bradford	1,050,000	-	-
Davis Street Extension	75,000	-	-
Dawsonville Hwy/McEver Road Connector	900,000	-	-
Park Hill Drive Improvements	425,000	-	-
Public Works - Traffic			
Thermoplastic Restriping	-	25,000	-
Intelligent Transportation Systems (ITS)	300,000	300,000	75,000
Shallowford Corridor Signal Upgrades	100,000	-	-
Thermoplastic Restriping of City Streets	55,000	-	-
Replacement Bucket Truck	180,000	70,000	150,000
Traffic Signal Upgrades	-	50,000	-
Public Works - Street Maintenance			
Right-of-way Tractor	-	-	135,000
Fleet Replacement - Crew Truck	-	40,000	70,000
Fleet Replacement - ROW Crew Truck	-	40,000	-
Leaf Box Dump Truck (Lease)	200,000	-	-
Asphalt Patch Truck (Lease)	180,000	-	-
New Leaf Vacuum Machines 2 @ \$35k	70,000	-	-
Mini Excavator	100,000	-	-
Brine Dump Truck	-	180,000	-
Brine Maker	-	35,000	-
Hook Lift Dump Truck	-	180,000	-
Stormwater			
Stormwater Rehabilitation Program	900,000	843,816	1,000,000
Cemetery			
Fleet Replacement - Crew Cab Truck	-	30,000	-
Gainesville Convention and Visitors Bureau			
Gainesville Signage	100,000	-	-
Highlands to Islands Signage	75,000	-	-
Downtown Shuttle	35,000	-	-
Gainesville Website Redesign	-	85,000	-

CAPITAL IMPROVEMENT PROGRAM FUND SUMMARY			
EXPENDITURES	FY2019 BUDGET	FY2020 BUDGET	FY2021 BUDGET
Parks and Recreation			
Youth Sports Complex	3,300,000	3,045,000	-
Civic Center Renovations	-	-	900,000
Midtown Greenway Improvements	-	-	900,000
Playground Improvements	150,000	-	-
FMAcc Pebbleflex Replacement	80,000	-	-
Park Signage-System wide	150,000	100,000	-
FMAcc Camera System Replacement	55,000	-	-
Skate Park	100,000	1,950,000	-
Concessions/Restroom Building Replacement	250,000	600,000	-
Skidsteer	50,000	-	-
Park Vehicles	25,000	55,000	-
Tennis Court Resurfacing	-	60,000	-
VSI Software Upgrade	-	55,000	-
Lake Lanier Olympic Park Improvements	-	250,000	-
Community Service Center			
CSC Building Parking Lot	-	-	120,000
Hall Area Transit Equipment	187,000	-	-
Gainesville Connection Buses, Software, Computers	-	-	950,000
Surveillance Cameras	-	-	30,000
Buses (Gainesville Connection)	645,000	240,000	-
MOW Kitchen Expansion	25,000	-	-
MOW Fleet Replacement	35,000	35,000	35,000
CSC Building Roof Project	-	150,000	-
CSC Building Renovation	-	235,500	-
MOW Kitchen Flooring	-	25,000	-
Solid Waste			
Fleet Replacement Packer Truck	-	208,000	-
Self Contained Debris Collector	-	-	240,000
Downtown Solid Waste Study	100,000	-	-
Knuckleboom Trash Loader	190,000	175,000	-
Brush Chipper	100,000	-	80,000
Light Duty Garbage Truck	45,000	76,000	80,000
Street Sweeper	-	250,000	-
Leaf Vacuum Machine	-	40,000	70,000
Lift Gate Truck	-	42,000	-
Replacement Fleet Truck	-	35,000	-
Airport			
Maintenance Building	-	-	45,000
Replacement Fleet Vehicle	-	-	40,000
Slope Mower	-	-	40,000
Grounds Maintenance Mower	-	-	42,000
Grounds Maintenance Tractor	-	-	80,000
Golf Course			
Pump Station Repair	32,000	-	-
Toro 4500 Rotary Rough Mower	70,000	-	-
Maintenance Building Extension	-	200,000	-
Vehicle Services			
Vehicle Lifts	50,000	-	-

CAPITAL IMPROVEMENT PROGRAM FUND SUMMARY			
EXPENDITURES	FY2019 BUDGET	FY2020 BUDGET	FY2021 BUDGET
Department of Water Resources			
DWR Data Management	-	-	300,000
Athens Highway Sanitary Sewer Extension	3,000,000	1,000,000	100,000
Flat creek Water Reclamation Facility - Digester Upgrade	1,750,000	-	-
Flat Creek WRF - Comprehensive Master Plan	250,000	-	-
Squirrel Creek Sanitary Sewer Pump Station	-	-	100,000
Flat Creek WRF Dewatering Facility	-	-	100,000
Gillsville Hwy Sanitary Sewer Pump Station	-	-	100,000
Midtown Greenway Ext Stormwater Pond	-	-	1,500,000
New Water Meter Installations	-	-	1,750,000
Meter Replacement Program	1,500,000	-	-
Riverside Concrete Rehabilitation	-	-	100,000
Riverside Drive Water Treatment Plant - concrete	620,000	-	-
Road Tractor Replacement	-	-	150,000
Rubber Tire Loader Replacement	-	-	145,000
Tanks Maintenance Program	200,000	-	650,000
Sanitary Sewer Main Improvements	-	-	1,500,000
Scada & Telemetry System Improvements	-	-	1,000,000
Automated Meter Infrastructure	150,000	150,000	150,000
Asset Management Implementation and Improvements	200,000	300,000	600,000
Athens Highway Utility Relocation Due to GA DOT Projec	500,000	-	-
Clermont Pressure Zone Backup Booster Station and Tan	300,000	-	-
Environmental Services Building HVAC	400,000	-	-
Directional Boring Machine	150,000	-	-
Trackhoe	250,000	-	-
Flat Creek Sanitary Sewer Collection Sys. Master Plan	500,000	-	-
Flat Creek Watershed Improvements	150,000	-	-
Flat Creek Water Reclamation Facility Improvements	2,868,000	-	-
FY19 Sanitary Sewer Main Improvements	1,750,000	-	-
FY19 Water Main Extensions and Improvements	3,000,000	-	-
Glenwood Drive Roundabout Utilities Relocation	280,000	-	300,000
Hancock Facility Relocation	1,000,000	-	-
IT Upgrades	250,000	250,000	300,000
Lake Knickerbocker Dam Improvements	1,750,000	-	-
Lake Lanier Water Quality Study	250,000	-	-
Lakeside Water Treatment Plant Improvements	500,000	-	-
Lakeside WTP Filter Rehabilitation	-	-	100,000
Lift Station Improvements	850,000	850,000	1,000,000
Linwood Discharge Pipe	3,000,000	-	-
Linwood Membranes	1,150,000	-	1,250,000
Old Cornelia Hwy/Old Athens Rd Sanitary Sewer Extensic	2,500,000	-	-
Riverside/Lakeside WTP Driveway Sealing	475,000	-	-
Riverside WTP High Service Pump with VFD	1,200,000	-	-
Riverside WTP Improvements	500,000	1,265,000	-
Source Water Assessment	200,000	-	-
Spout Springs Utility Relocation to GA DOT Project	3,500,000	-	-
Utility Service Truck	125,000	-	-
Water Reclamation Facilities Electrical Control Upgrades	500,000	250,000	200,000
Water Treatment Facilities Comprehensive Master Plan	500,000	-	-
Jesse Jewel Pkwy, Queen City Pkwy Utility Reloc	1,800,000	-	-
Water Treatment Plants Electrical Control Upgrades	500,000	250,000	200,000
Downtown Utilities Improvements	-	2,700,000	-
Inert Landfill Closure	-	1,000,000	-
Maintenance Facility Relocation	-	4,000,000	11,975,000
Meter Maintenance Program	-	750,000	750,000
Riverside Contract Rehabilitation	-	620,000	-
10 Wheel Dump Truck Replacement	-	-	120,000
Fleet Replacement - Utility Service Truck	-	-	260,000
Water Main Improvements	-	-	100,000
DWR System Improvements	-	-	200,000
Capital Reserves	-	1,554,000	-
Total Expenditures	\$ 54,005,022	\$ 31,476,188	\$ 35,166,247



DEBT SERVICE FUND

FUND DESCRIPTION:

The Debt Service Fund is used to account for the accumulation of resources and payment of general government long-term debt principal and interest from governmental resources.

Entering into fiscal year 2021, the City of Gainesville's general obligation debt is projected to be \$18,775,000.

Frances Meadows Center	\$	6,225,000
Parking Deck	\$	2,150,000
Main Street Property	\$	4,265,000
TWS Building	\$	1,440,000
TAD Bond	\$	4,695,000

Georgia law provides that general obligation debt be no greater than 10% of the City's total assessed value. This 10%, minus general obligation bonds outstanding is classified as the government's legal debt margin. A computation of the City's legal debt margin follows:

Net General Obligation Bond Tax Digest	\$	5,699,928,936
Debt Limit - 10% of Assessed Value	\$	569,992,894
Less General Obligation Bonds Outstanding		18,775,000
Legal Debt Margin	\$	551,217,893.60

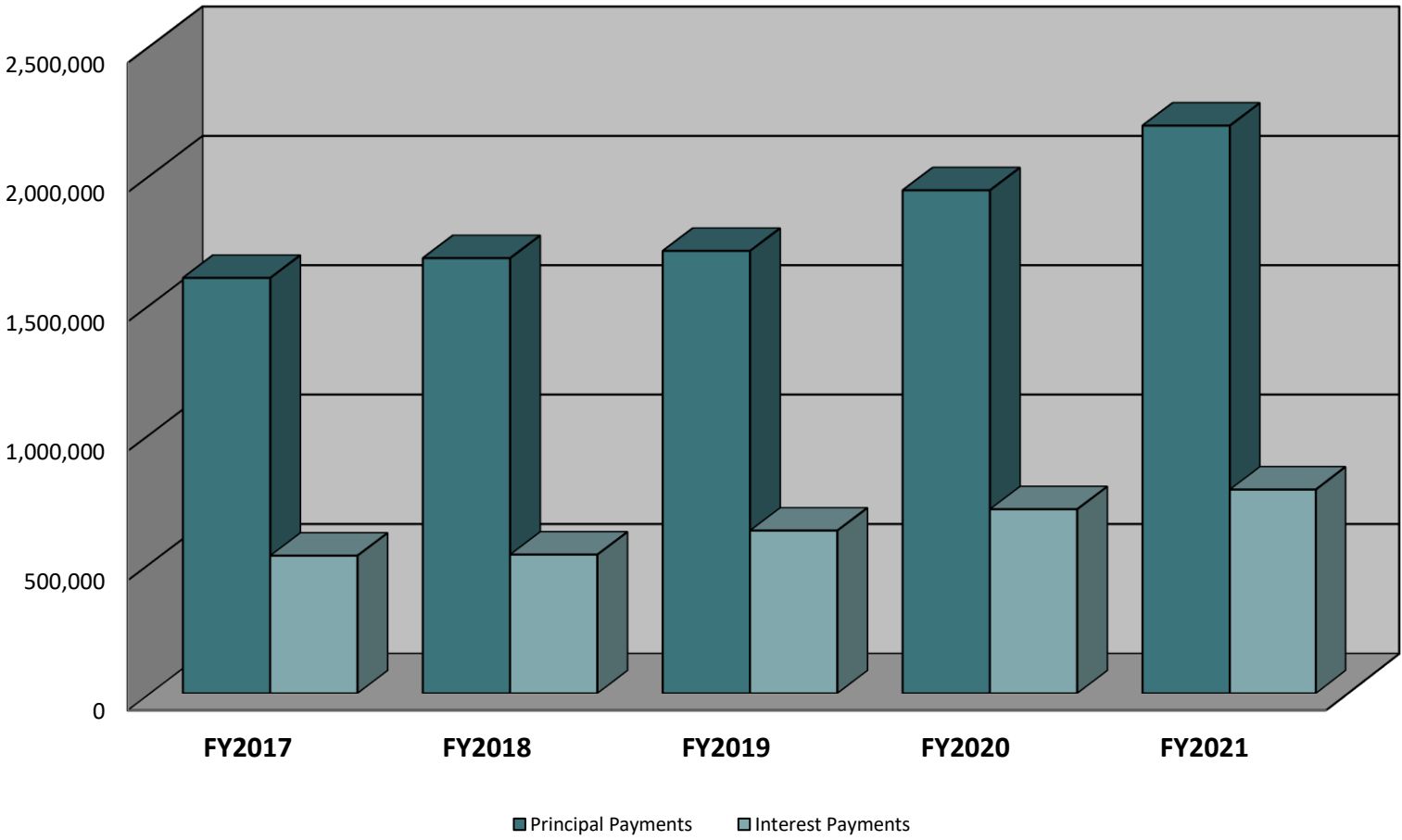
Bonded debt per capita, based on an estimated population of 44,080 is \$426.

The City anticipates \$645,000 in new capital leases during FY2021.

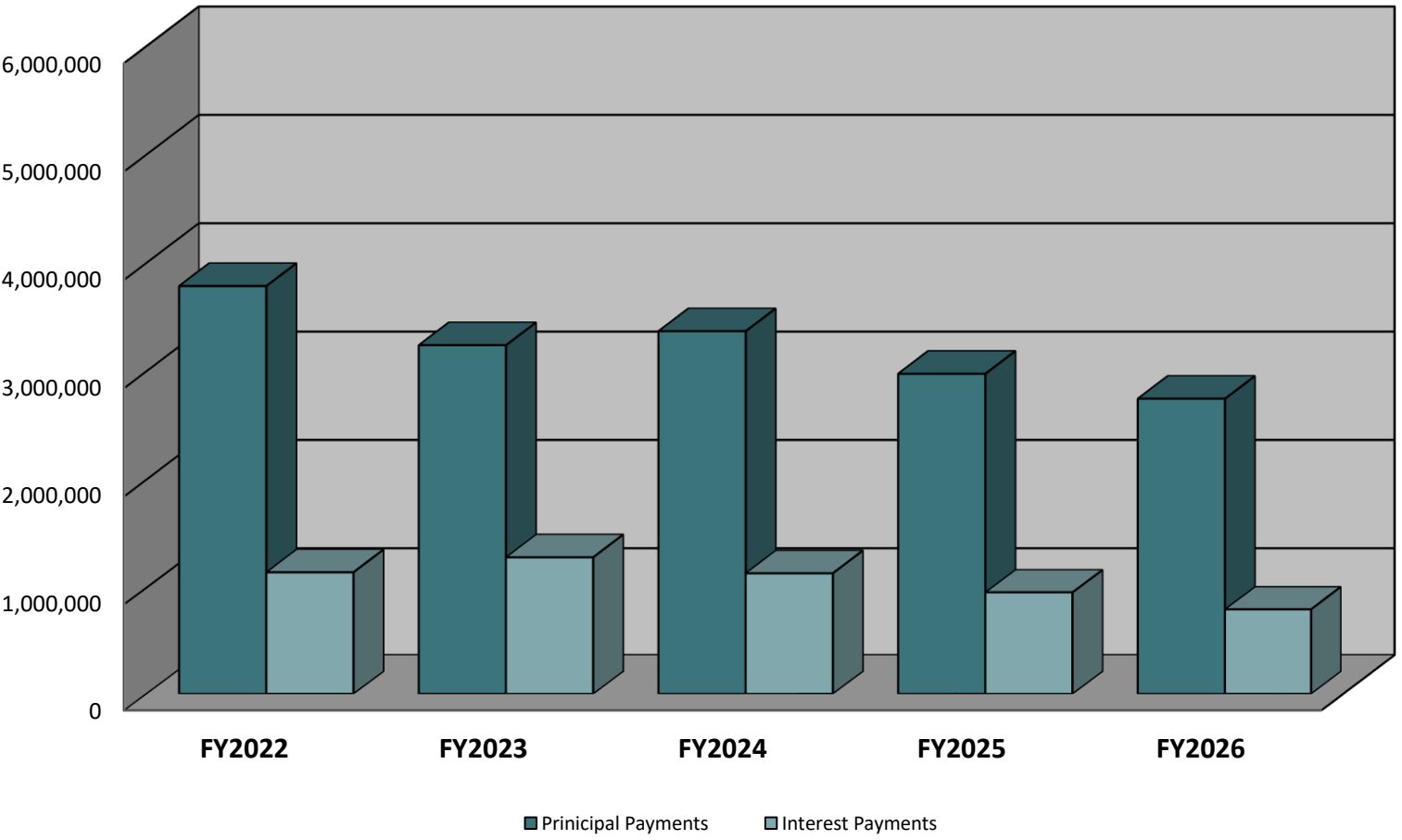
DEBT SERVICE FUND SUMMARY

REVENUES	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Millage Rate	0.569	0.551	0.515
Taxes	\$ 2,737,373	\$ 2,790,540	\$ 2,816,376
Interest on Investments	52,344	46,930	28,100
Transfers in	360,451	176,255	209,354
Budgeted Fund Balance	-	-	-
Total Revenues	3,150,168	3,013,725	3,053,830
EXPENDITURES			
Bond Principal and Interest	2,045,588	2,209,580	2,559,643
Lease Principal and Interest	758,422	159,000	417,738
Other Costs	3,097	1,663	2,200
Available for Future Debt Service	-	643,482	74,249
Total Expenditures	2,807,107	3,013,725	3,053,830
Excess Revenues Over/(Under) Expenses	\$ 343,061	\$ -	\$ -

Five Year Principal and Interest Trend



Five Year Principal and Interest Projections



DEPARTMENT OF WATER RESOURCES

DEPARTMENT DESCRIPTION:

The Department of Water Resources Fund is used for activities connected with the development, operation and maintenance of water and sewer service in the City of Gainesville and parts of Hall County. This is an enterprise fund, financed and operated in a manner similar to private business enterprises. Such funds are self-supporting in nature where the costs, including depreciation, of providing goods or services on a continuing basis are financed or recovered primarily through user charges.

MISSION STATEMENT:

It is the mission of the Gainesville Department of Water Resources to provide ample quantities of safe, aesthetically pleasing water at adequate pressures to our customers, and to provide this water at the lowest possible price that will allow the system to be safely operated and expanded. Furthermore, it is our goal to collect and treat all wastewater generated in our service area in a safe and environmentally-sound manner at the lowest possible price. We will endeavor to meet these goals while managing our resources as a responsible steward for the future of our community and while providing the highest level of customer service possible.

GOALS & OBJECTIVES:

1. Position the utility for the future.

- * Implement a model asset management program to maintain DWR assets while managing risk, providing a consistent level of service, and maximizing the community's investment.
- * Implement management tools to assist in making strategic operational and capital investments to maintain DWR existing facilities.

2. Ensure financial stability.

- * Continue to use robust financial management tools to plan for a resilient utility into the future.
- * Implement capital projects and other improvements for efficiency and optimization to manage power, chemical, solids handling, and other costs.

3. Develop a world class work force.

- * Enhance relationships with high schools, technical schools, and universities for recruiting and outreach.
- * Develop retention strategies, including training opportunities, defining career paths, and strategic assignments.

4. Determine solids handling solutions for both water and wastewater solids.

- * Explore and select a cost-effective and environmentally-friendly processing/reuse/disposal solution likely in partnership with other local governments, state agencies, GAWP, and/or MNGWPD.

PERFORMANCE MEASURES:

MEASURES	City Wide Strategic Priority	ACTUAL			Thru 12/31	BUDGET	
		FY2017	FY2018	FY2019		FY2020	FY2021
Preventive maintenance work orders	IO	1410	1,103	616	593	2,116	1200
Number of Leaks found w/ Leak Detection Program	II	6	3	0	1	10	10
Permit compliance (%) -Riverside	IO	100%	100%	100%	100%	100%	100%
Permit Compliance (%) -Lakeside	IO	100%	100%	100%	100%	100%	100%
Permit Compliance (%) -Flat Creek	IO	100%	99%	100%	100%	100%	100%
Permit Compliance (%) -Linwood	IO	90%	100%	100%	100%	100%	100%
Environmental Education Activities	QL	252	125	110	75	200	200
Stream Inspections/Assessments	QL	3,364	2,650	2,796	2,544	2,700	2,700
Projects managed	IO	56	70	54	51	96	65

REVENUE SOURCES & ASSUMPTIONS

Water Revenue is the largest revenue source in this fund. The service area includes a large portion of Hall County. Rates are different for inside City and outside City customers due to differing service costs.

Account Service Fees are the third largest revenue source in this fund. This fee is billed to each account on the system as a base fee that recovers the cost to read the meter and generate a bill, regardless of consumption.

Water Tapping Fees are levied to recoup the actual cost of tapping the water mains for new or additional users tapping onto an existing water line. The projected revenue is based on historical trend review and analysis, coupled with construction start projections.

Service Fees are charged when service to a user is terminated for non-payment, and as a penalty for a returned check.

Late Payment Penalties of 10% of the amount due are charged if payments reach the Customer Service & Billing Department after the due date on the billing.

Sewer Revenue is the second largest revenue source in this fund, with the majority of the service area inside the City limits. This revenue category has seen an increase due to new housing developments in the City limits that are served by the City's sanitary sewer system.

Surcharges are charged to large industrial and commercial customers if their pollutant load is in excess of what is found in the normal residential effluent waste. This revenue is based on historical trends but is totally dependent on the industry permit limits.

Sewer Tapping Fees are charged for a new customer to tap onto the City's Sanitary Sewer System. This charge is set to recover the City's cost to install the actual tap to the City's sewer for new or expanded service. This projection is based on historical trend.

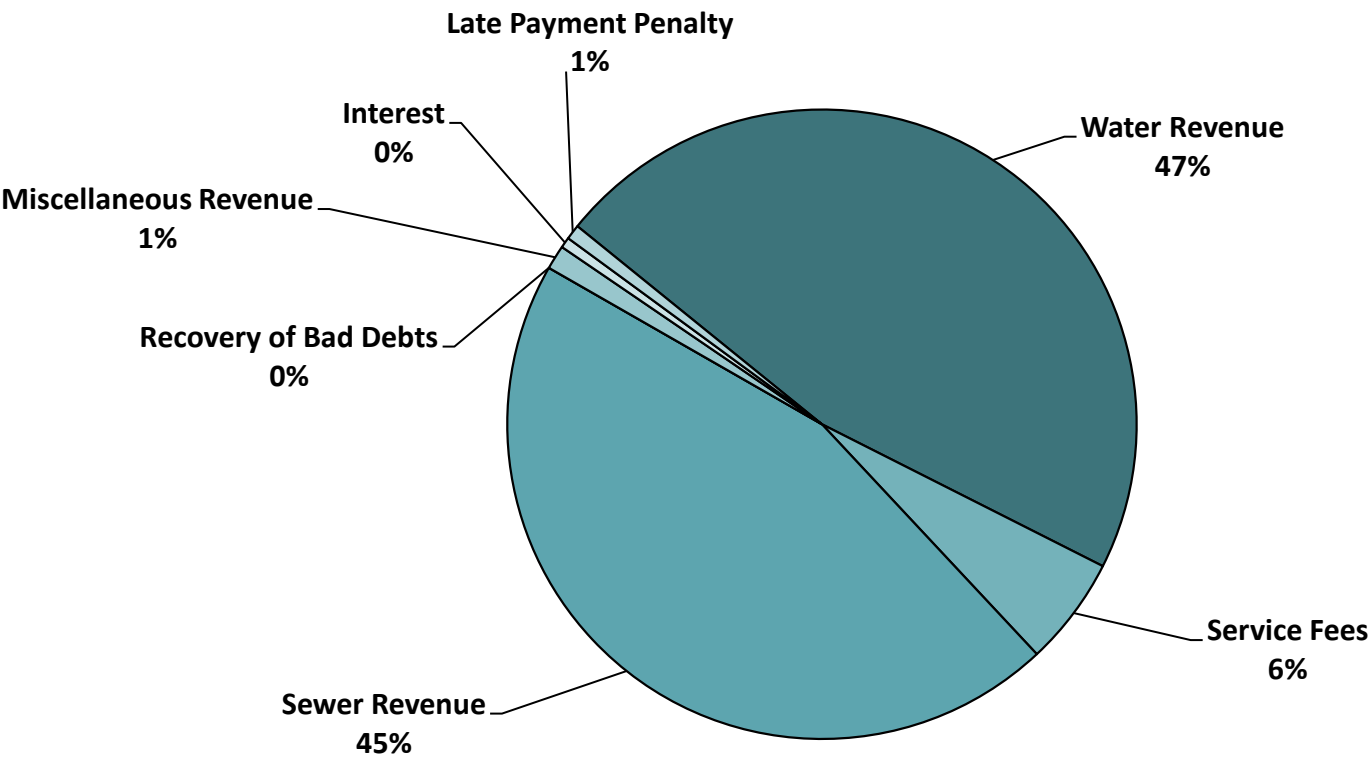
Interest Revenue is based on cash balances, the economy, and interest rates.

Water/Sewer Connection Fees are charged to enable the system to fund its expansion. These fees are based on the prorated cost of providing service with each new tap to the system and vary depending on tap size. Projections are based on anticipated new customer acquisition.

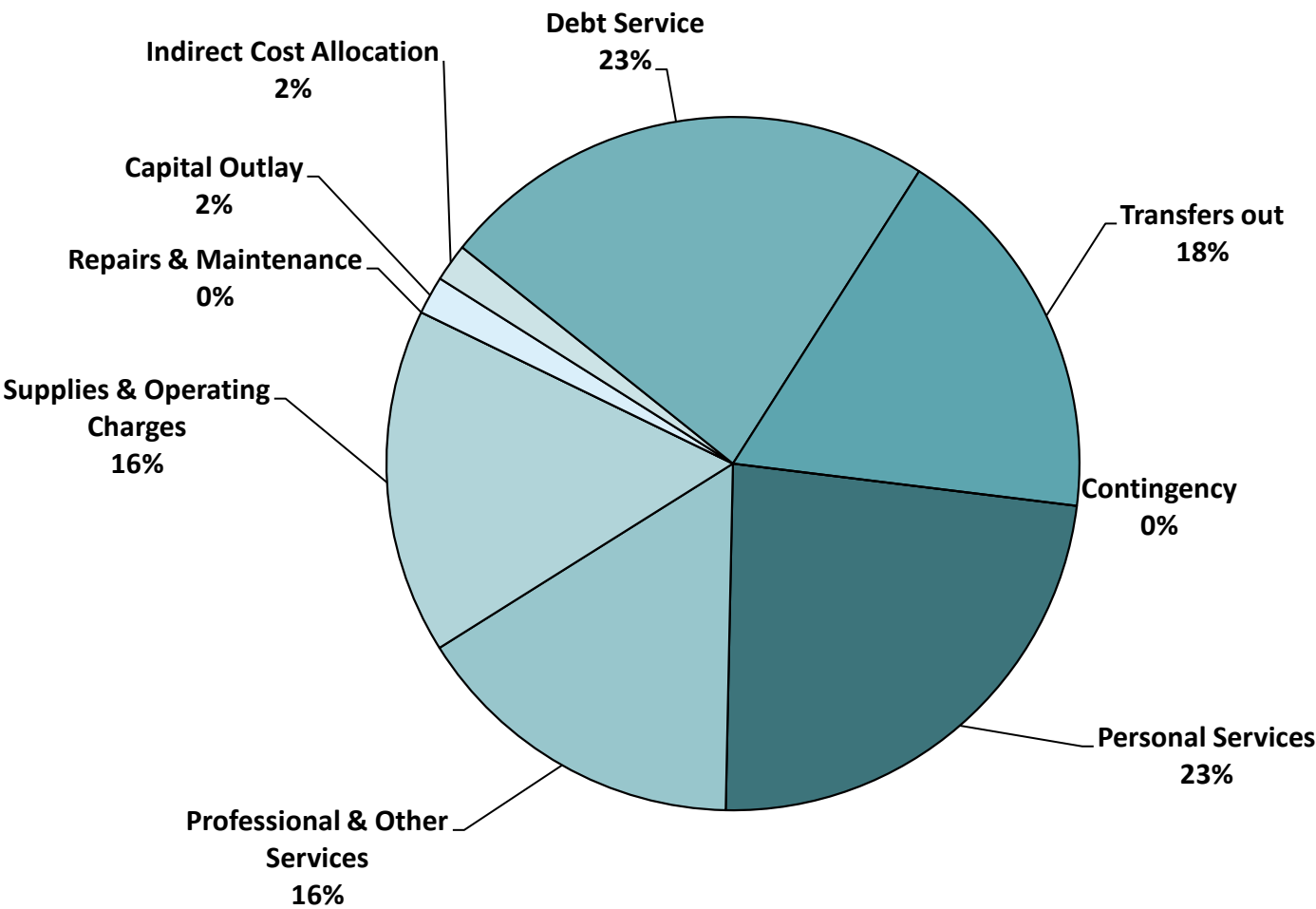
DEPARTMENT OF WATER RESOURCES FUND SUMMARY

REVENUES	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Water Revenue	\$ 33,757,527	\$ 30,807,235	\$ 31,260,814
Water Connection Fees	2,486,278	2,113,487	1,801,944
Water Connection Administration Fees	74,559	62,544	61,773
Water Tapping Fees	1,281,089	1,230,237	1,007,080
Account Service Fees	4,017,714	3,773,997	3,860,349
Service Fees	259,836	255,885	233,187
Late Payment Penalty	553,675	512,206	560,796
Sewer Revenue	32,093,956	31,258,521	31,488,313
Surcharge	1,162,054	889,667	950,000
Sewer Tapping Fees	34,200	20,520	20,520
Sewer Connection Fees	1,749,360	1,098,846	651,168
Sewer Connection Administration Fees	52,864	32,935	19,517
Recovery of Bad Debts	(334)	-	-
Miscellaneous	988,661	874,152	910,395
Interest	2,035,788	400,000	400,000
Gain(Loss) Sale of Fixed Assets	(78,521)	-	-
Intergovernmental Revenue	81,638	40,338	-
Contributions	1,261,588	-	-
Transfers In	2,833,642	-	-
Budgeted Net Position	-	-	-
Total Revenues	\$ 84,645,574	\$ 73,370,570	\$ 73,225,856
EXPENDITURES			
Personal Services	13,934,034	17,254,685	17,126,196
Professional & Other Services	6,589,058	10,009,971	11,531,690
Supplies & Operating Charges	9,030,286	10,462,208	11,794,502
Repairs & Maintenance	-	-	-
Capital Outlay	171,923	403,500	1,300,000
Total Operating Expenditures	29,725,301	38,130,364	41,752,388
Indirect Cost Allocation	1,088,326	1,287,571	1,290,306
Miscellaneous	2,715	-	-
Depreciation	15,334,337	-	-
Contingency	-	-	-
Debt Service	3,332,805	15,385,244	17,064,024
Transfer to E&R Fund	919,380	-	9,737,706
Transfer to Other Funds	3,363,302	18,567,391	3,381,432
Total Expenditures	\$ 53,766,166	\$ 73,370,570	\$ 73,225,856
Excess Revenues Over/(Under) Expenses	\$ 30,879,408	\$ -	\$ -

Revenues by Category



Expenditures by Category



SOLID WASTE DEPARTMENT

DEPARTMENT DESCRIPTION:

Serving the City of Gainesville Residents by maintaining a clean and healthy environment by collecting and disposing of waste and recycling refuse through, bi-weekly garbage pickup, weekly curbside refuse and yard waste as needed, weekly recycling pickup, dead animals, white goods, bulky items, and special pickup on a call-in basis (user fee) charged, litter control, and special pickup of solid waste and recycling at City sponsored events.

MISSION STATEMENT:

The mission of the Solid Waste Department is to enhance the overall condition of the residential area of the city by providing a proactive and creative approach to maintaining a clean and sanitary environment through education, enforcement, and the removal of all discarded waste.

GOALS & OBJECTIVES:

1. Collaborate with outside agencies to promote and improve the appearance, health and safety of the City.

- * Continue efforts with Keep Hall Beautiful and the Hall County Green Alliance affiliated partners.
- * Work with local school systems to promote solid waste and recycling education.

2. Promote participation in recycling.

- * Utilize technology to optimize solid waste and recycling route management.
- * Market and distribute, as requested, the new 35 gallon recycling containers to residents.

3. Increase Solid Waste operational efficiencies

- * Utilize technology to optimize solid waste and recycling route management.
- * Implement a work order and work flow system for white goods and curbside services.

PERFORMANCE MEASURES:

MEASURES	City Wide Strategic Priority	ACTUAL			Thru 12/31	BUDGET	
		FY2017	FY2018	FY2019	FY2020	FY2020	FY2021
Number of Customers	IO	6,694	6,733	6,754	6,783	7,100	7,100
Annual Waste Tonnage Picked up	QL	7,743	8,116	8,434	4,105	7,808	8,500
Annual Household Stop Volume	QL	1,392,352	1,400,464	1,404,832	705,432	1,497,600	1,476,600
Recycling (% by weight)	QL	14.89%	12.12%	12.13%	10.00%	12.50%	14.17%
Tons Recycled	QL	858	820	859	312	900	624

REVENUE SOURCES & ASSUMPTIONS

Residential Collection is comprised of the existing user fee for residential garbage collection for twice weekly at the house and/or curbside pick-up. Included in this fee is once a week curbside rubbish and debris removal. Also included in this fee is once a week recycling pickup and a recycling container. The calculation is based on the annual average number of households served. The collection fee for all these services is \$32.10 per month for this budget year.

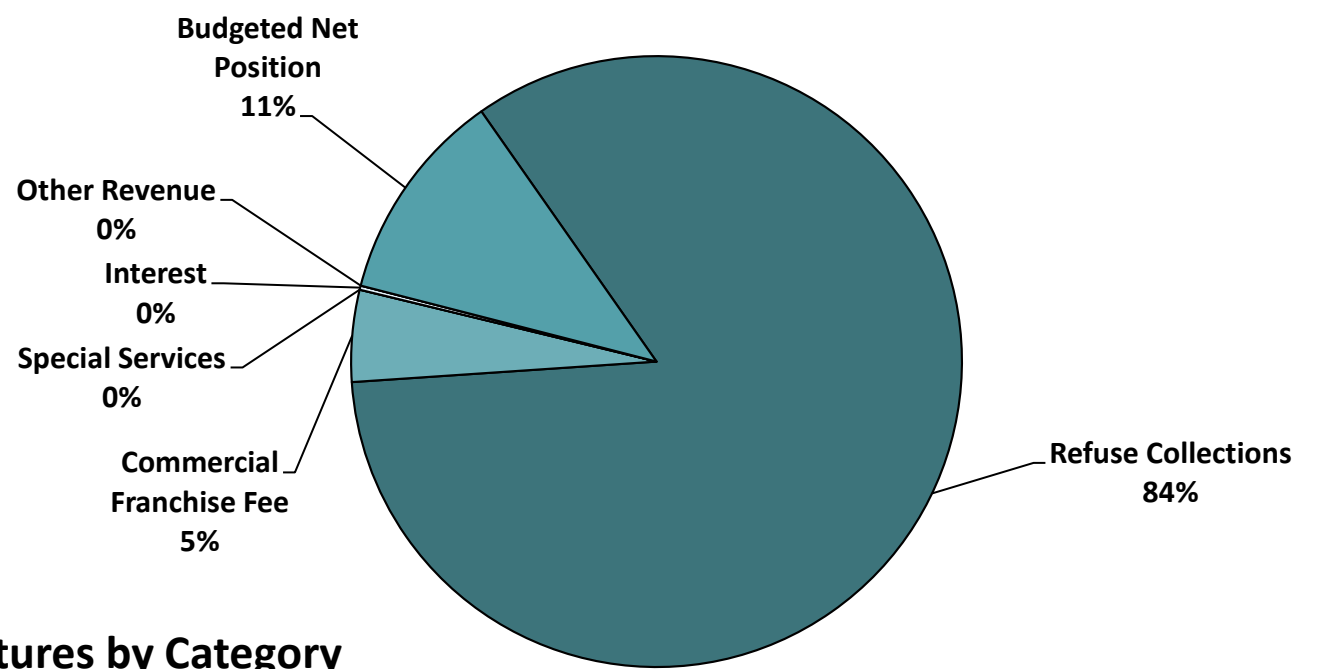
Commercial Franchise program began in FY 1994. Fees are projected at 5% of the gross receipts for all commercial garbage vendors. Assumptions are based on historical trends.

Special Services are recorded here such as the pick-up of white goods and furniture. Collection was started in FY 1995. Assumptions are based on historical trends and conservative estimates.

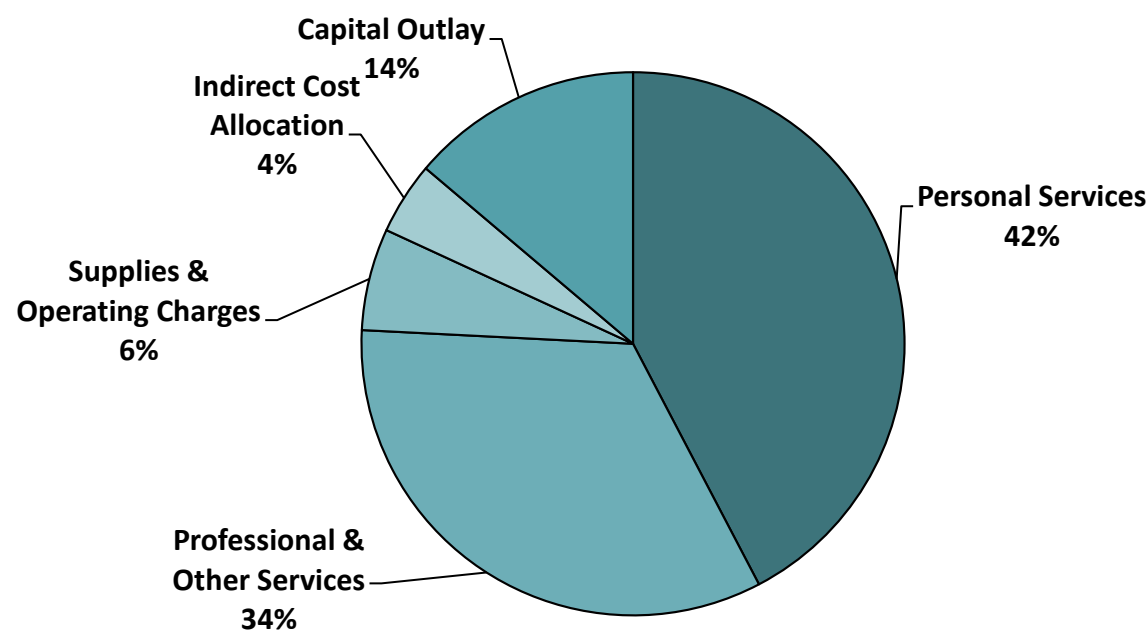
Landfill host fee is a fee paid on a per ton basis by landfills to the host city in accordance with State law.

SOLID WASTE FUND SUMMARY				
REVENUES	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET	
Refuse Collections	\$ 2,758,529	\$ 2,844,920	\$ 2,844,920	
Commercial Franchise Fee	221,347	165,000	165,000	
Interest	85,417	7,500	7,500	
Other Revenue	53,956	-	-	
Budgeted Net Position	-	463,933	383,484	
Total Revenues	\$ 3,119,249	\$ 3,481,353	\$ 3,400,904	
EXPENDITURES				
Personal Services	1,282,802	1,444,115	1,439,346	
Professional & Other Services	726,552	1,108,982	1,138,706	
Supplies & Operating Charges	184,050	201,804	206,400	
Depreciation	206,645	-	-	
Indirect Cost Allocation	146,452	146,452	146,452	
Capital Outlay	-	580,000	470,000	
Total Expenditures	\$ 2,546,501	\$ 3,481,353	\$ 3,400,904	
Excess Revenues Over/(Under) Expenses	\$ 572,748	\$ -	\$ -	

Revenues by Category



Expenditures by Category



AIRPORT

DEPARTMENT DESCRIPTION:

The Lee Gilmer Memorial Airport is owned and operated by the City of Gainesville's Public Works Department. The airport offers 81 T-Hangars and 12 Corporate Hangars which are available to lease for both private and corporate aircraft. The Lee Gilmer Memorial Airport consists of two runways. Runway 11/29 is 4,001x 100' and runway 5/23 is 5,500 x 100' with Medium-intensity Approach Lighting System with Runway Alignment Indicator Lights (MALSR) and ILS (Instrument Landing System).

Unicom Frequency: 123.075.
ASOS: 126.475

MISSION STATEMENT:

To provide high quality, efficient services and superior infrastructure to all users of the Lee Gilmer Memorial Airport.

GOALS & OBJECTIVES:

1. Ensure the airport is maintained in the safest manner possible.

- * Identify and address all potential safety hazards that occur at or near the airport.
- * Utilize FAA-GDOT grant funding to improve runway safety by the removing of obstructions.
- * Maintain and update the safest navigational aids as per FAA requirements.

2. Enhance the appeal of airport facilities.

- * Utilize City and grant funding to further improve security of Airport property.
- * Maintain all facilities in such a manner which will be most appealing to industrial park and hangar users.

3. Procure & utilize available alternative funding sources.

- * Airport management and consultants will strive to identify and utilize all available avenues of funding.
- * Pursue funding for environmental assessment for terminal area expansion.

PERFORMANCE MEASURES:

MEASURES	City Wide Strategic Priorities	ACTUAL			Thru 12/31	BUDGET	
		FY2017	FY2018	FY2019	FY2020	FY2020	FY2021
Months of Accident Free Operation	IO	12	12	12	6	6	12
Number of Operations Annually (Takeoffs & Landings)	IO	31,000	31,000	31,000	15,700	31,400	31,400
Number of Based Aircraft	IO	139	135	135	136	136	138
Alternative Funding Received	IO	\$ 585,662	\$ 567,210	\$ 1,783,768	\$ 1,783,768	\$300,000	\$ 300,000

REVENUE SOURCES & ASSUMPTIONS

Funding Sources: Charges for Services, Federal & State Grants

T-Hangar Rent includes the monthly rental of T-Hangars. There are five types of T-Hangars designed for two different sizes of aircraft, single engine and multi-engine planes. The projections are based on 85% occupancy, economy, and historical trends.

Corporate Hangar Rent includes the monthly rents of corporate hangars and related office space. The revenue projection is based on 91% occupancy at established rental rates.

Industrial Park Rent is for the rent of land in the Industrial Park. Revenues are very stable due to tenant stability over the past several years. All leases for the Airport Industrial Park are long-term leases.

Fuel Flowage Fee has been greatly improved with the Champion Aviation FBO (Fixed Base Operator) lease effective September 1, 2016 and with the addition of Lanier Aviation self serve gas fuel sales. The FBO fuel flowage was formerly assessed at 4 tiers: The first 17,000 gallons delivered per month was levied at \$0.04 per gallon; from 17,001 to 21,000 gallons the fee was \$0.06 per gallon; from 21,001 to 25,000 gallons, the fee was \$0.08 per gallon; and any amount over 25,000 gallons was assessed at \$0.10 per gallon. With the new FBO lease, the fuel flowage was assessed at \$0.10 per gallon. The fuel flowage for Lanier Aviation is \$0.10 per gallon.

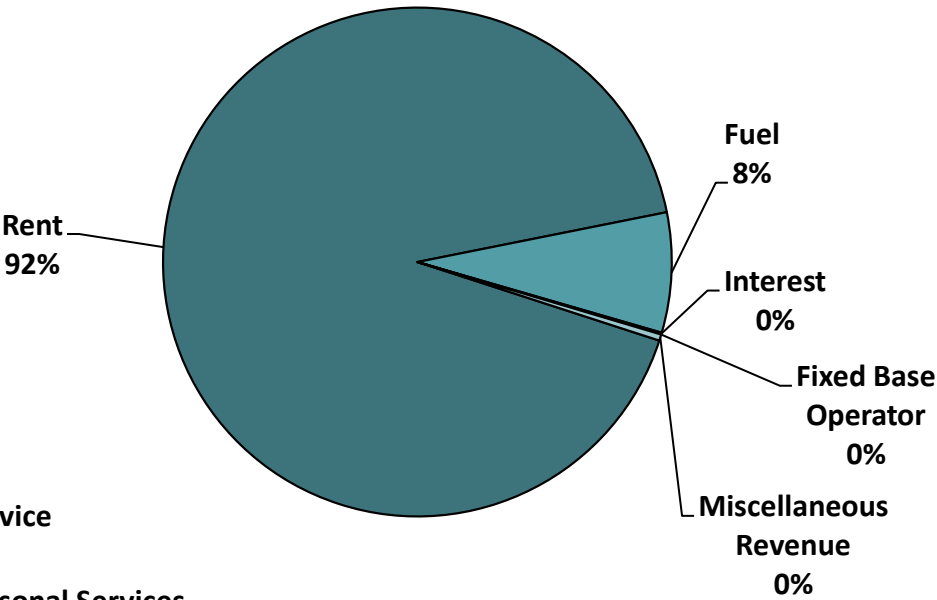
Fixed Base Operator (FBO) Lease is the lease of the facilities at the airport to the Fixed Base Operator, Champion Aviation Services, Inc. effective September 1, 2016. Monthly rate for this lease was initially set at \$2,349.22 and is to be adjusted every five years based on the All Urban Consumer Price Index CPI-U.

Interest Income projections are based on cash balances, interest rates, and the economy.

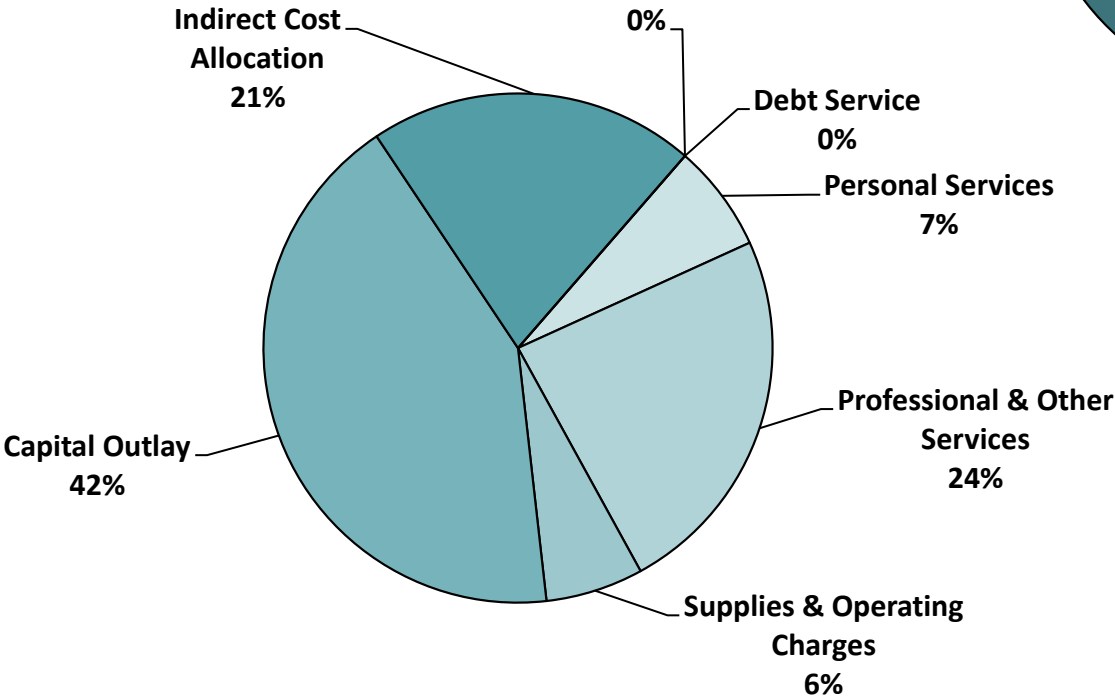
Other Income includes the flight center SASO fees, late payment fees, and wash rack fees.

AIRPORT FUND SUMMARY				
REVENUES	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET	
T-Hangar Rent	\$ 341,861	\$ 378,557	\$ 378,557	
Corporate Hangar Rent	390,092	390,092	390,092	
Industrial Park Rent	158,265	158,645	158,645	
Fuel	82,525	76,958	76,957	
Intergovernmental	-	-	-	
Interest	36,686	1,200	1,200	
Fixed Base Operator	-	-	-	
Miscellaneous Revenue	1,268	4,011	4,011	
Grants	1,860,304	-	-	
Budgeted Retained Earnings	-	-	-	
Total Revenues	\$ 2,871,001	\$ 1,009,463	\$ 1,009,462	
EXPENDITURES				
Personal Services	71,345	70,020	68,869	
Professional & Other Services	138,734	165,004	240,126	
Supplies & Operating Charges	46,605	55,900	62,700	
Capital Outlay	357,230	54,478	428,206	
Indirect Cost Allocation	209,563	209,561	209,561	
Debt Service	24,687	454,500	-	
Available for Capital Projects	-	-	-	
Depreciation	909,967	-	-	
Total Expenditures	\$ 1,758,131	\$ 1,009,463	\$ 1,009,462	
Excess Revenues Over/(Under) Expenses	\$ 1,112,870	\$ -	\$ -	

Revenues by Category



Expenditures by Category



CHATTAHOOCHEE GOLF COURSE

DEPARTMENT DESCRIPTION:

Chattahoochee Golf Course was designed by renowned architect Robert Trent Jones Sr. and opened in 1960. The course features 18 holes of Championship Golf, a practice range, two practice putting greens, a short game area, an indoor teaching facility for full swing analysis as well as an indoor putting lab. The clubhouse features a fully stocked golf pro shop, restaurant and men's and ladies locker rooms. The course was renovated in 2006 by Kevin Hargrave and Course Crafters. Chattahoochee Golf Club is the home of Tommy Aaron, the 1973 Masters Champion.

MISSION STATEMENT:

To enhance the quality of life for our citizens by providing affordable golf through first class customer service and quality golf course conditions.

GOALS & OBJECTIVES:

1. Improve golf course facility infrastructure.

- * Oversee the replacement of 200 linear feet of deteriorating cart paths.
- * Oversee and complete the addition of a 40' X 50' extension to the existing maintenance building.

2. Enhance the quality of life for local citizens through golf.

- * Advertise for a new grill vendor and oversee a successful implementation.
- * Increase participation in the PGA Junior League and The Herd golf programs.

3. Increase City Golf Course awareness throughout the region.

- * Implement an Instagram page for the golf course for more media exposure.
- * Implement a program to capture email addresses from all customers at registration check-in.
- * Develop a stand alone website for Chattahoochee Golf Course.

PERFORMANCE MEASURES:

MEASURES	City Wide Strategic Priority	ACTUAL			Through 12/31	BUDGET	
		FY2017	FY2018	FY2019	FY 2020	FY2020	FY2021
Number of tournaments for online system.	IO	N/A	N/A	67	74	55	100
Number of participants for The Herd Jr. Program.	QL	N/A	N/A	18	18	30	20
Number of hits on website video.	IO	N/A	N/A	6,558	5,100	200	10,000
Number of Social Media Hits.	QL	N/A	2,014	2,419	2,635	3,000	4,000
Number of participants for PGA Junior League.*	QL	N/A	N/A	14	18	20	24
Number of new email addresses collected. *	IO	N/A	N/A	N/A	645	500	500

REVENUE SOURCES & ASSUMPTIONS

Charges for Services include a varying range of greens fees, golf cart rental fees, driving range fees, handicap services, and locker fees. Projections rely on historical data from the last three years. Revenue has been very stable to declining somewhat over the past three years (due to the uncertain economy and increased competition).

GREENS FEES, CART FEES, AND & OTHER REVENUE

Weekend AM - The largest source of green fee revenue.

Weekday Green Fee - Available to every golfer that plays CGC during the week.

Senior - Discounted green fee only available to residents 62 years and older.

Early Twilight - Discounted green fee that is available to all patrons generally 5 hours before sun sets.

Twilight - Discounted green fee that is available to all patron generally 3 hours before sun sets.

Weekend - Hall Co. green fee offered between Weekend AM and twilight times.

Guest - Chattahoochee Country Club Members Guest Fees. This revenue should increase with the corporate agreement with CCC.

High School - High school discount is given to students during the week, and on weekends after 2:00. This class of green fees has been the stable over the past several years.

College - College discount given to students during the week. This fee has remained steady over the past years.

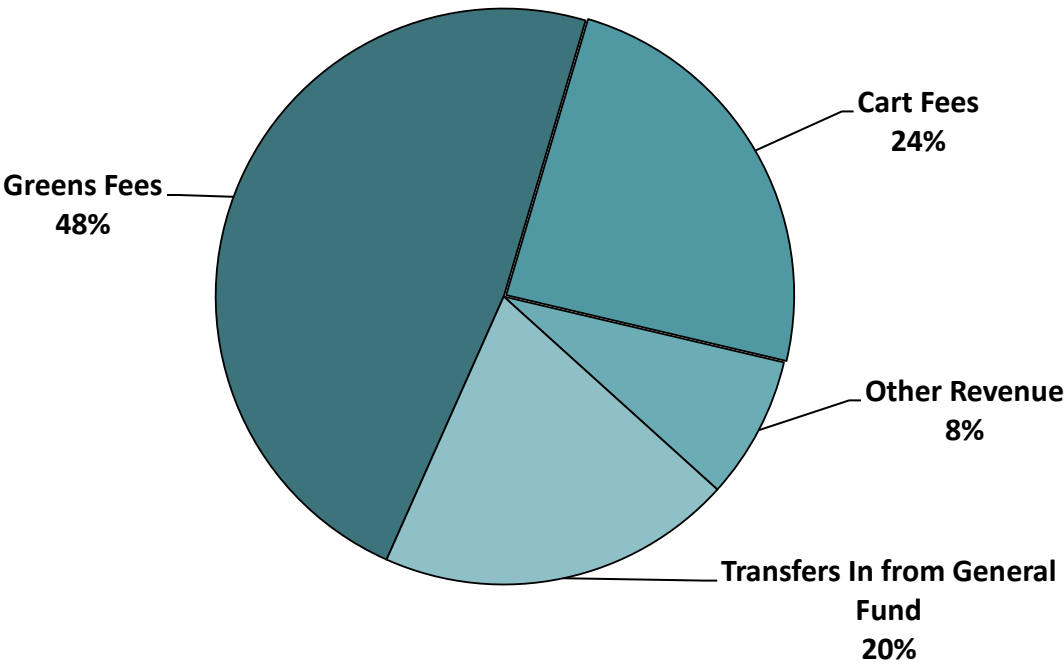
Cart Rental Fees - Cart revenues are the largest source of revenue and have remained steady over the past three years.

Handicap Fees - GSGA service that updates and maintains golfer's handicaps. The amount is \$40 per year per golfer. The course pays \$25.00 for each golfer to the GSGA for the use of their system.

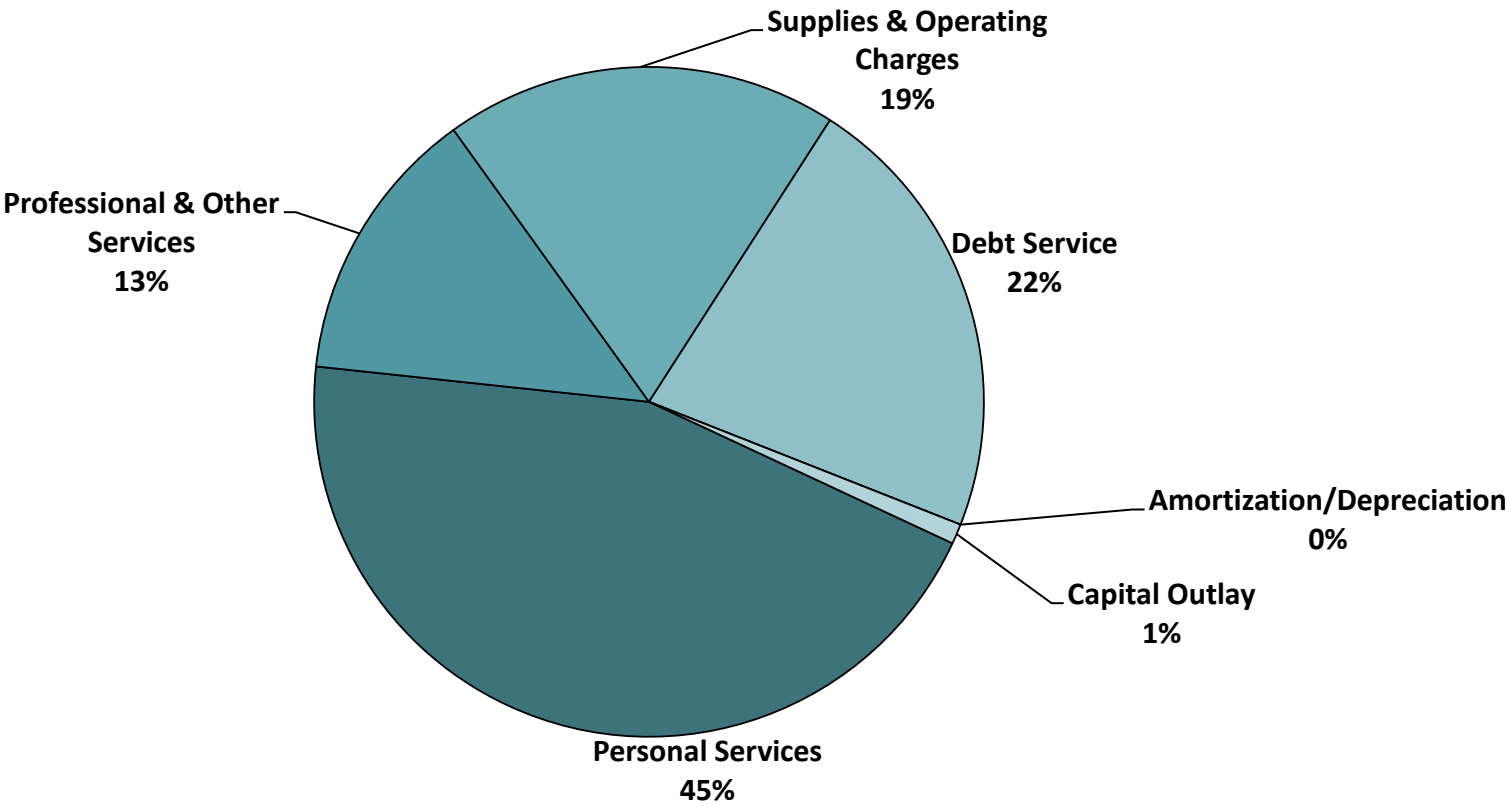
Driving Range Fees - From sales of range tokens. These fees have been stable over the past three years.

CHATTAHOOCHEE GOLF COURSE FUND SUMMARY				
REVENUES	FY2019 ACTUAL		FY2020 BUDGET	FY2021 BUDGET
Greens Fees	\$ 658,377	\$	650,977	\$ 669,568
Cart Fees	322,478		314,515	336,460
Other Revenue	90,919		106,885	111,976
Interest On Investments	11,210		-	-
Transfers In from General Fund	409,016		473,440	279,082
Budgeted Retained Earnings	-		-	-
Total Revenues	\$ 1,492,000	\$	1,545,817	\$ 1,397,086
EXPENDITURES				
Personal Services	557,973		598,595	625,059
Professional & Other Services	150,490		176,419	187,147
Supplies & Operating Charges	251,124		249,600	265,600
Debt Service	58,994		307,703	305,780
Amortization/Depreciation	302,066		-	-
Capital Outlay	5,062		213,500	13,500
Total Expenditures	\$ 1,325,709	\$	1,545,817	\$ 1,397,086
Excess Revenues Over/(Under) Expenses	\$ 166,291	\$	-	\$ -

Revenues by Category



Expenditures by Category



GENERAL INSURANCE FUND

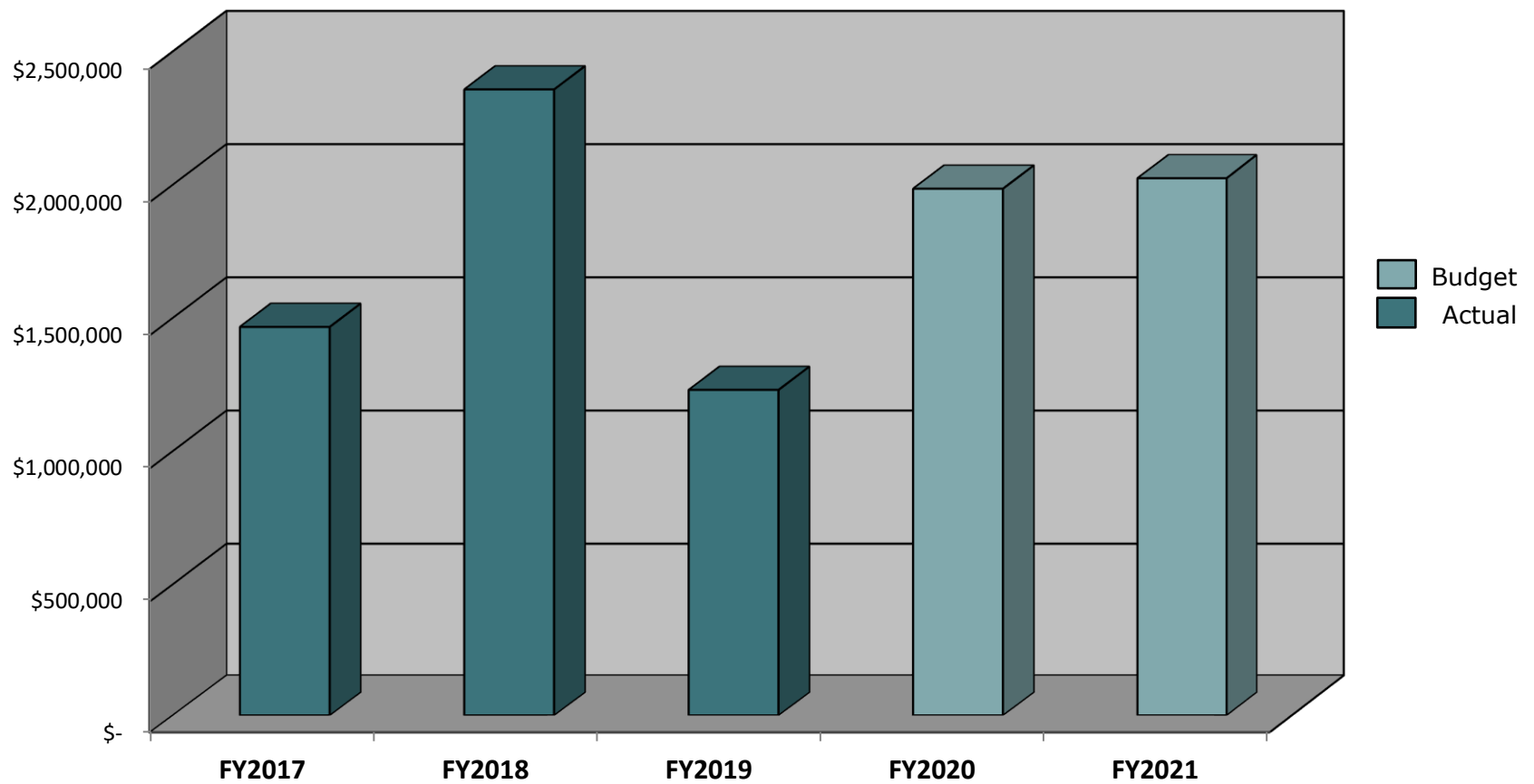
FUND DESCRIPTION:

The General Insurance Fund will account for property, liability, and workers' compensation insurance provided to the City departments. This is an internal service fund which is used to provide goods and services provided to the departments and agencies within the city. Costs of these goods and services are charged to the specific departments or units.

GENERAL INSURANCE FUND SUMMARY

	FY2018 ACTUAL	FY2019 BUDGET	FY2020 BUDGET
Revenue			
Premiums and Losses Paid by Departments	\$ 1,170,652	\$ 1,916,732	\$ 1,971,275
Interest	51,701	9,273	15,000
Other	7,522	-	-
Budgeted Retained Earnings	-	59,074	38,121
Total Revenue	\$ 1,229,875	\$ 1,985,079	\$ 2,024,396
Expenditures			
Professional & Other Services	890,876	932,408	971,725
Supplies & Operating Charges	109,627	875,000	875,000
Indirect Cost Allocation	177,671	177,671	177,671
Transfers Out	-	-	-
Total Expenditures	\$ 1,178,174	\$ 1,985,079	\$ 2,024,396
Excess Revenues Over/(Under) Expenditures	\$ 51,701	\$ -	\$ -

Five Year Budget Trend



EMPLOYEE BENEFITS FUND

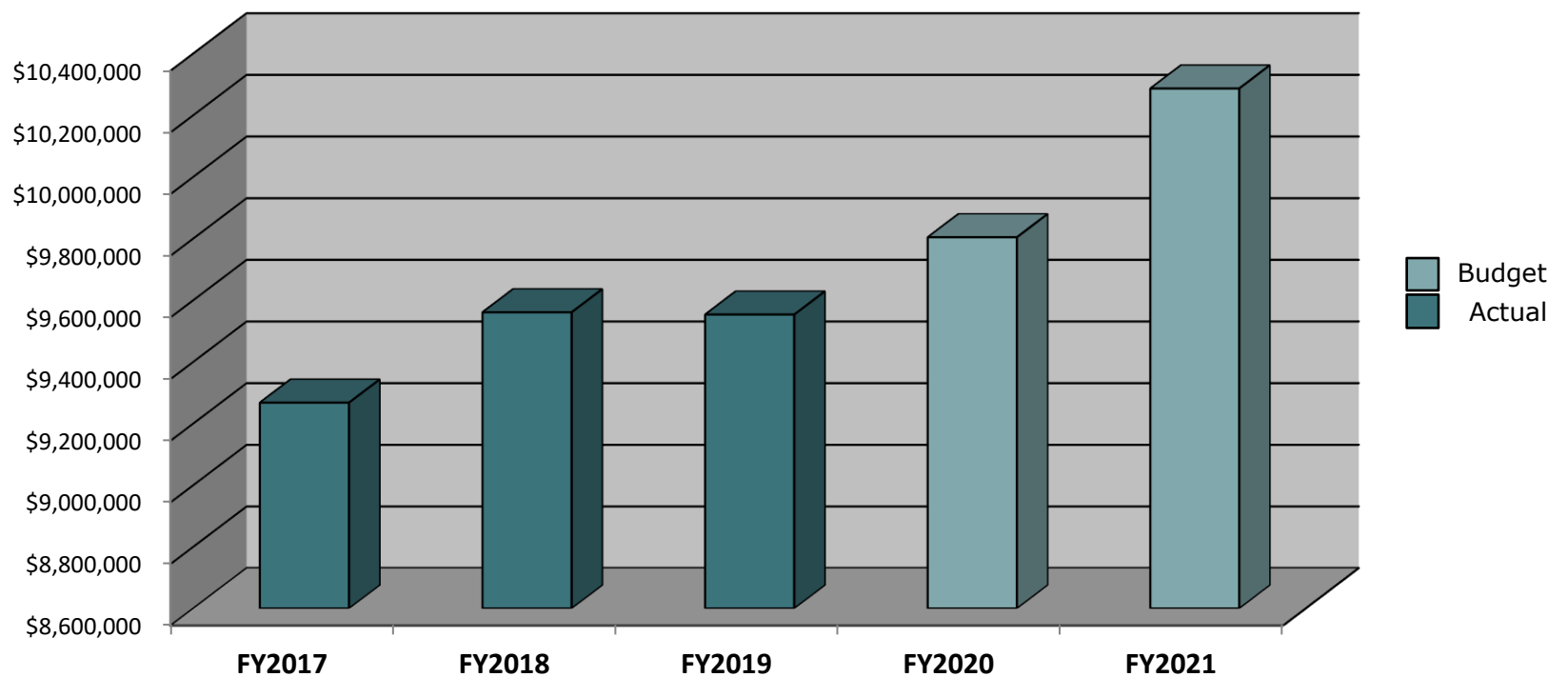
DEPARTMENT DESCRIPTION:

The Employee Benefits Fund accounts for the cost of providing life, health and other insurance benefits to City employees and retirees and their dependents, plus administrative costs and claims associated with these insurance components. As this is an internal service fund, which is used to provide goods and services to the departments and agencies within the city, costs of these goods and services are charged to the various departments.

EMPLOYEE BENEFITS FUND SUMMARY

REVENUES	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Premiums	\$ 9,418,336	\$ 9,044,155	\$ 9,236,535
Interest	135,285	55,000	55,000
Budgeted Fund Balance	-	705,120	995,300
Total Revenues	9,553,621	9,804,275	10,286,835
EXPENDITURES			
Health Insurance Premiums/Claims Expense	7,318,986	6,977,423	7,063,894
Life Insurance Premiums	265,710	237,542	237,542
Vision Insurance Premiums	-	45,334	55,081
Dental Insurance Premiums	440,015	359,530	500,802
Long-term Disability Insurance	63,487	100,614	100,614
Short-term Disability Insurance	-	120,000	120,000
Medical Clinic Operations	895,451	870,000	815,000
Administration/Wellness Program	35,348	35,348	35,349
Other Costs	863,481	1,058,484	1,358,553
Total Expenditures	9,882,478	9,804,275	10,286,835
Excess Revenues Over/(Under) Expenditures	\$ (328,857)	\$ -	\$ -

Employee Benefits Five Year Trend



VEHICLE SERVICES FUND

DEPARTMENT DESCRIPTION:

The Vehicle Services operation of Public Works is responsible for providing preventive maintenance and repairs to City vehicles and equipment ranging from automobiles and trucks to large trucks and construction equipment. Departments whose vehicles are serviced include Public Works, Fire, Police, and Hall Area Transit buses. Vehicle Services includes fueling services at the Public Works yard and the Public Utilities shop. Services within the Division include the Fuel Master (the fuel management system), repair and maintain the fleet wash bay, and emergency (24 hour on call) repair on vehicles to ensure safe and reliable operation of City owned vehicles.

MISSION STATEMENT:

To provide automotive and equipment repairs with dedication to vehicle safety and commitment to delivering secure, effective, and professional vehicle services.

GOALS & OBJECTIVES:

1. Increase functional time of all City vehicles & equipment.

- * Respond to emergency calls in less than 20 minutes.
- * Implement workmanship standards to reduce repeat repairs.
- * Improve and build on the technical skills of all shop staff by attending any relevant continuing education opportunities.

2. Ensure departmental managers can effectively manage it's fleet and fuel usage.

- * Ensure adequate fuel levels to meet departmental needs.
- * Provide monthly reports for departmental fuel usage.

3. Effectively & efficiently manage vehicle services inventory.

- * Adhere to best management practices for inventory policies.
- * Optimize inventory control policies using software upgrades as a guide for further enhancements.

PERFORMANCE MEASURES:

MEASURES	City Wide Strategic Priority	ACTUAL			Thru 12/31	BUDGET	
		FY2017	FY2018	FY2019	FY2020	FY2020	FY2021
Vehicles and Equipment Maintained	IO	357	374	420	430	430	445
Work Orders Completed	IO	NA	2,400	3,000	1,996	3,000	3,000
% Repeat Repairs	IO	4%	2%	2%	0.8%	2%	2%
% Total Fleet Downtime	IO	5%	5%	5%	6.3%	5%	5%

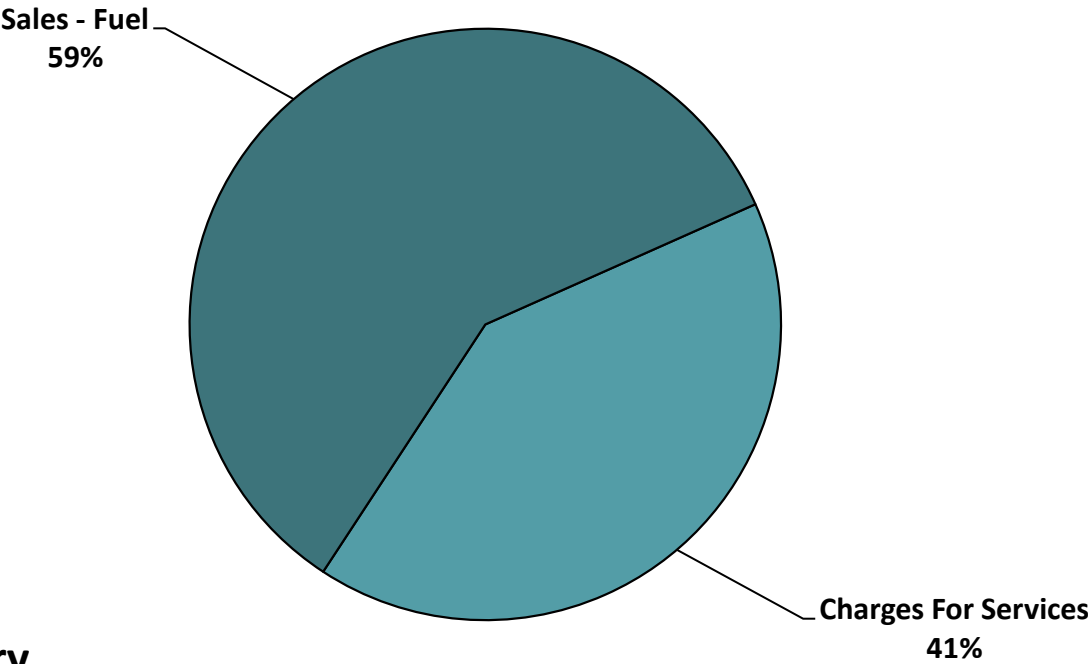
REVENUE SOURCES & ASSUMPTIONS

Charges for Services: These are charges for maintenance and routine services on city owned vehicles, to the various user departments.

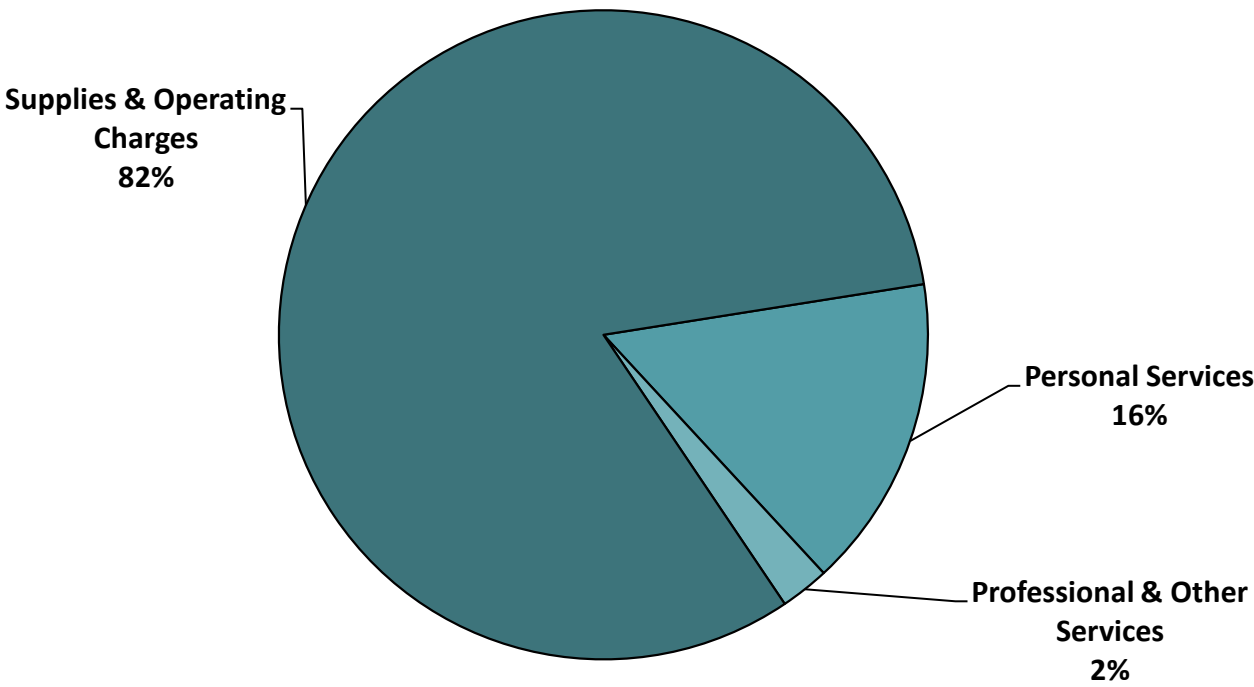
Fuel sales: These are the charges for the purchase of fuel for each City owned vehicle with each department.

VEHICLE SERVICES FUND SUMMARY			
REVENUES	FY2019 ACTUAL	FY2020 BUDGET	FY2021 BUDGET
Charges For Services	\$ 983,550	\$ 1,068,460	\$ 1,063,619
Sales - Fuel	1,285,168	1,536,625	1,536,625
Other	3,954	-	-
Transfers in	50,000	-	-
Budgeted Retained Earnings	-	-	-
Total Revenues	\$ 2,322,672	\$ 2,605,085	\$ 2,600,244
EXPENDITURES			
Personal Services	387,228	406,587	406,266
Professional & Other Services	48,767	61,633	63,414
Supplies & Operating Charges	1,799,095	2,136,865	2,130,564
Depreciation	37,582	-	-
Capital Outlay	-	-	-
Transfers Out	50,000	-	-
Total Expenditures	\$ 2,322,672	\$ 2,605,085	\$ 2,600,244
<i>Excess Revenues Over/(Under) Expenditures</i>	<i>\$ -</i>	<i>\$ -</i>	<i>-</i>

Revenues by Category



Expenditures by Category



CITY OF GAINESVILLE

AUTHORIZED POSITIONS BY FUND

(5-year Summary)

DEPARTMENTS	Budget									
	FY2017		FY2018		FY2019		FY2020		FY2021	
	FT	PT	FT	PT	FT	PT	FT	PT	FT	PT
City Council		7		6		6		6		6
City Manager	6		6		6		6		6	
Financial Services	15		14		14		14	1	14	1
Information Technology	7		7		9		9		9	
Human Resources Department	9		10		10		10		10	
Municipal Court	8	2	8	2	8	2	8	2	8	2
Community Development Dept.	15	7	15	7	16	7	17	7	17	7
Police Department	115	2	116	2	117	2	118	2	119	2
Public Land and Buildings	4		5		6		6		6	
Engineering Services	10		11		11		11		11	
Traffic Services	7		7		7		7		7	
Streets	24		25		25		25		25	
Storm Water	6		5		5		5		5	
Cemetery	8		8		8		8		8	
Total General Fund	234	18	237	17	242	17	244	18	245	18
Fire Department	103		103		103		103		104	
Community Service Center	26	14	26	14	26	17	25	16	25	17
Cable TV	2	1	2	1	2	1	-	-	-	-
Parks and Recreation	37	Varies	37	Varies	40	Varies	44	Varies	43	Varies
Airport	1		1		1		1		1	
Department of Water Resources	233	-	234	-	232	-	234	-	234	-
Solid Waste Department	24	-	24	-	25	-	25	-	25	-
Golf Course	4	Various	5	Various	5	Various	5	Various	5	Various
Vehicle Services	6	-	6	-	6	-	6	-	6	-
Gainesville Convention and Visitor's Bureau	4	-	4	-	4	-	7	-	11	-
Non-Profit Housing	2	-	2	-	1	-	2	-	2	-
TOTAL AUTHORIZED POSITIONS	676	33	681	32	687	35	696	34	702	35

CITY OF GAINESVILLE

WORKSESSIONREQUEST

Date Submitted: 5/26/2020
Presenter: Abb Hayes
Item of Business: Resolution: Gainesville Renaissance Land Swap
Meeting Date: 5/28/2020

Purpose of Request:

The purpose of this request is to approve a land swap between the City of Gainesville and Gainesville Renaissance, LLP.

History/Background:

Facts & Issues for Consideration:

The City of Gainesville owns a 0.04 acre tract of real property and Gainesville Renaissance owns a 0.01 acre tract of real property. The appraised value of each tract indicates they are of equal value. A land swap is desired by the two entities.

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
☐ Gainesville Renaissance Land Swap	Resolution
☐ Gainesville Renaissance Land Swap Warranty Deed - 0.04 acres	Attachments/Exhibits
☐ Gainesville Renaissance Land Swap Warranty Deed - 0.01 acres	Attachments/Exhibits
☐ Gainesville Renaissance Land Swap Analysis	Backup Material
☐ Gainesville Renaissance Land Swap Public Notice	Legal Ad

RESOLUTION BR-2020-

**EXCHANGE OF REAL PROPERTY BETWEEN CITY OF GAINESVILLE AND
GAINESVILLE RENAISSANCE, LLP**

WHEREAS, the City of Gainesville (hereinafter referred to as “the City”) owns a 0.04 acre tract of real property as further described in the attached Warranty Deed from the City to Gainesville Renaissance, LLP (hereinafter referred to as “the City Property”); and

WHEREAS, Gainesville Renaissance, LLP (hereinafter referred to as “GR”) owns a 0.01 acre tract of real property as further described in the attached Warranty Deed from GR to the City (hereinafter referred to as “the GR Property”); and

WHEREAS, the City and GR have obtained an appraisal showing that the value of the real property to be acquired by the City is of equal value to the property to be acquired by GR; and

WHEREAS, pursuant to O.C.G.A. § 36-37-6(c), notice of the proposed exchange of the City Property and the GR Property has been published in the official organ of the City once a week for four weeks; and

WHEREAS, the governing body for the City hereby approves the value of the City Property and the GR Property as determined by the appraisal.

NOW, THEREFORE, BE IT RESOLVED THAT the governing body for the City hereby approves of the swap of the City Property for the GR Property with GR.

BE IT FURTHER RESOLVED THAT the governing body for the City hereby authorizes the Mayor, the City Manager and City Attorney to execute all such documents and agreements that may be necessary to complete the closing of the swap of the City Property for the GR Property.

Adopted this _____ day of _____, 2020.

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

AFTER RECORDING PLEASE RETURN TO:
Hulsey, Oliver & Mahar
P. O. Box 1457
Gainesville, GA 30503
ATTENTION: T. Wesley Robinson

DEED ONLY, NO TITLE WORK

WARRANTY DEED

STATE OF GEORGIA COUNTY OF HALL

This deed made by and between the **City of Gainesville**, Grantor, and **Gainesville Renaissance, LLP**, Grantee,

WITNESSETH, that the said Grantor, for and in consideration of a swap of property pursuant to O.C.G.A. § 36-37-6(c) and other valuable consideration in hand paid at and before the sealing and delivery of these presents, the receipt and sufficiency whereof is hereby acknowledged, has granted, bargained, sold and conveyed, and by these presents does grant, bargain, sell and convey unto the Grantee,

All that tract or parcel of land lying and being in Land Lot 148, 9th District, City of Gainesville, Hall County, Georgia and being more particularly described as follows:

Beginning at a nail found at the right of way intersection of the East right of way of Main Street and the South right of way of Spring Street; Thence along the South right of way of Spring Street N57°35'39"E 4.00' to a nail set; Thence continuing along said right of way N57°35'39"E 195.79' to a nail found, said point being the Point of Beginning; Thence continuing along said right of way N57°35'39"E 13.70' to a nail set; Thence leaving said right of way S31°49'34"E 63.66' to an iron pin set (1/2" rebar); Thence N57°35'39"E 9.30' to a nail set; Thence S31°49'34"E 17.33' to a nail set; Thence

S57°35'39"W 9.30' to an iron pin set (1/2" rebar); Thence S31°49'34"E 22.66' to a nail set; Thence S57°59'27"W 13.70' to an iron pin found (3/8" rebar); Thence N31°49'34"W 103.56' to a nail found on the South right of way of Spring Street, said point being the Point of Beginning. As shown as Tract 3 on a plat prepared by London Land Surveying & Associates, Inc. for 106 Spring LLC and City of Gainesville prepared dated March 20, 2019, revised March 27, 2020.

Said tract contains 0.04 acre or 1,581 square feet.

TO HAVE AND TO HOLD the said premises, together with all rights and appurtenances unto the said Grantee, forever in **FEE SIMPLE**, and the Grantor **WARRANTS** the title to the same against the lawful claims of all persons whomever.

Whenever there is a reference herein to the Grantor or the Grantee, the singular includes the plural and the masculine includes the feminine and the neuter, and said terms include and bind the heirs, executors, administrators, successors and assigns of the parties hereto.

IN WITNESS WHEREOF, the Grantor has hereunto set her hand and affixed her seal this ____ day of _____, 2020.

Signed, sealed and delivered
in the presence of:

Witness

Notary Public

APPROVED AS TO FORM:

By _____
Abbott S. Hayes, Jr.
Hulsey, Oliver & Mahar, LLP
City Attorney

CITY OF GAINESVILLE

By: _____
C. Danny Dunagan, Jr., Mayor

Attest: _____
Denise O. Jordan, City Clerk

(CITY SEAL)

AFTER RECORDING PLEASE RETURN TO:
Hulsey, Oliver & Mahar
P. O. Box 1457
Gainesville, GA 30503
ATTENTION: T. Wesley Robinson

DEED ONLY, NO TITLE WORK

WARRANTY DEED

STATE OF GEORGIA COUNTY OF HALL

This deed made by and between **Gainesville Renaissance, LLP**, Grantor, and the **City of Gainesville**, Grantee,

WITNESSETH, that the said Grantor, for and in consideration of a swap of property pursuant to O.C.G.A. § 36-37-6(c) and other valuable consideration in hand paid at and before the sealing and delivery of these presents, the receipt and sufficiency whereof is hereby acknowledged, has granted, bargained, sold and conveyed, and by these presents does grant, bargain, sell and convey unto the Grantee,

All that tract or parcel of land lying and being in Land Lot 148, 9th District, City of Gainesville, Hall County, Georgia and being more particularly described as follows:

Beginning at a nail found at the right of way intersection of the East right of way of Main Street and the South right of way of Spring Street, said point being the Point of Beginning; Thence along the South right of way of Spring Street N57°35'39"E 4.00' to a nail set; Thence leaving said right of way S31°53'38"E 102.21' to a nail set; Thence S57°59'27"W 4.00' to a nail found on the East right of way of Main Street; Thence along the East right of way of Main Street N31°53'38"W 102.18' to a nail found, said point being the Point of Beginning. As shown as Tract 1 on a plat prepared by London Land

Surveying & Associates, Inc. for 106 Spring LLC and City of Gainesville
dated March 20, 2019, revised March 27, 2020.

Said tract contains 0.01 acre or 409 square feet.

TO HAVE AND TO HOLD the said premises, together with all rights and appurtenances unto the said Grantee, forever in **FEE SIMPLE**, and the Grantor **WARRANTS** the title to the same against the lawful claims of all persons whomever.

Whenever there is a reference herein to the Grantor or the Grantee, the singular includes the plural and the masculine includes the feminine and the neuter, and said terms include and bind the heirs, executors, administrators, successors and assigns of the parties hereto.

IN WITNESS WHEREOF, the Grantor has hereunto set her hand and affixed her seal this ____ day of _____, 2020.

Signed, sealed and delivered
in the presence of:

GAINESVILLE RENAISSANCE, LLC

By: _____

Name: _____

Title: _____

Witness

Notary Public

TWR/mmk/11401/W237437

APPRAISAL REPORT AND LAND SWAP ANALYSIS OF:

Multi-Use Commercial Building and Site
Proposed Development
106 Spring Street W.
Gainesville, Hall County, Georgia
Tax I.D. 01006 001002

OWNER OF RECORD:

Tract 1- Gainesville Renaissance LP
Tract 2- Gainesville Renaissance LP
Tract 3- City of Gainesville

PREPARED FOR:

The City of Gainesville
Office of the City Manager

PROJECT:

Downtown Development of City Square

PREPARED BY

W. McRae Greene
CG-1548
Greene Real Estate Service, Inc.
Gainesville, Georgia 30501

DATE OF REPORT AND VALUATION

April 20, 2020

GREENE REAL ESTATE SERVICES, INC.

APPRAISERS AND CONSULTANTS

POSTOFFICE BOX 811

GAINESVILLE, GEORGIA 30503

W. McRae Greene, Jr. President

Office 770-532-1245

raeg44@gmail.com

Bryan Lackey
City Manager
City of Gainesville, Georgia

RE: Land Swap with Gainesville Renaissance, LLP
Planned Development of the Downtown Commercial Lot

Dear Mr. Lackey,

In regards to your request for a valuation and analysis of the viability of a land swap between the City and Renaissance, relating to the above captioned project, may I advise that I have made a personal inspection of the property and analyzed the pertinent data necessary to form an opinion.

In summary, I found that the loss of the property identified as Tract 3 would have no negative impact on the value of the remaining City property in that parcel. Also, that the use of this property by Renaissance would allow them to utilize Tract 2 to its Highest and Best Use which would allow for benefits to the City due to the tax base and overall improvement to the Central Business District.

Also, I found that the gain of the property identified as Tract 1 would allow for additional sidewalk area from the square to the public parking garage. This benefit creates no negative impact to the Highest and Best Use and, therefore, no negative impact for Renaissance.

It is my opinion that the land swap as proposed is a benefit to both the City and to Renaissance and that no additional compensation, one to the other, would be warranted or necessary.

Thank you for the opportunity to be of service in this matter.

Respectfully,



W. McRae Greene
GA Certified Appraiser - 1548

RESTRICTED USE APPRAISAL and LAND SWAP ANALYSIS

Section 1 - Project Identification

City of Gainesville Central Business District (City Square)
Development of Multi Use Commercial Building
Downtown Commercial Lot Fronting Spring St and Main St
106 Spring St SW
20,546 Square Foot Lot

Section 2 - Parcel Identification

Parcel Owner: Gainesville Renaissance, LLP

Street Address: 106 Spring St SW
City/County: Gainesville, Hall County, Georgia
Tax Parcel ID: 01006 001002
Indicated Size: 20,546 Square Feet

Section 3 - Owner Contact/Ownership Interests

Contact

The owner was not contacted by the appraiser at the request of the client.

Inspection

The property was inspected by the appraiser on multiple occasions with the last being April 20, 2020

Occupancy

The property is a paved parking lot that has been used for public parking.

Rent

N/A

Title History

The property was purchased by the present owner from Carter Family Properties, LP on June 20, 2019 for an indicated price of \$1,275,000. This deed is recorded in Deed Book 8284, Page 206 of the Hall County, Georgia public records.

Section 4- Reporting Disclosure

This report is intended for the use of the client only. A general data book was not prepared and all the data necessary to properly understand this report is included herein.

Purpose and intended use of the appraisal:

The purpose of this appraisal is to estimate the Fair Market Value of the Fee Simple Interest in the property as an unimproved parcel and to estimate the contributory value of the underlying land after the development of the site to its Highest and Best Use. Then, to analyze a proposed land swap between Renaissance (the current owner) and the City of Gainesville for the purpose of determining any impact to the feasibility of the overall development.

Client and intended use of the appraisal:

This appraisal is being prepared for City of Gainesville. It is understood that this report will be used to determine the feasibility of a land swap to facilitate the proposed development of the subject property.

State and reference a definition of the value to be estimated:

The following definitions are those as stated in The Appraisal of Real Estate, Eleventh Edition, Appraisal Institute, p.23, 137 & 146

Market Value may be defined as:

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this information are the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- a) Buyer and seller are typically motivated:
- b) Both parties are well informed or well advised, and each acting in what they consider their best interest:
- c) A reasonable time is allowed for exposure in the market:
- d) Payment is made in terms of cash in United States dollars or in terms of finance arrangements comparable thereto: and
- e) The price represent the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated by anyone with the sale.

Fee Simple Ownership may be defined as:

“absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power and escheat.”

Easement may be defined as:

“An easement is usually the right to perform a specific action on a particular parcel of property or a portion thereof, by the grantees who do not hold the underlying fee.”

Exposure time:

Assumed to be adequate, sufficient, and reasonable. Effort for exposure is assumed to be adequate, sufficient and reasonable. Both items are assumed to precede the effective date of value. The time frame is an integral part of the appraisal analysis and is based on one or more of the following:

- a) Statistical information about days on the market
- b) Information gathered through sales verification; and
- c) Interviews of market participants

Appraisal Type

This is an appraisal of unimproved and improved commercial property with the land only being valued. This appraisal includes an analysis of a proposed land swap.

Scope of Assignment

Extent and process of collecting, confirming and reporting all data - all data, which was considered to be pertinent to the valuation of the subject property was gathered. This included, but was not limited to, local and neighborhood economic trends, conformity of land uses, zoning and market sales data. These sales were researched to determine factors that would influence the sales price and their comparability to the subject. These sales were verified through the buyer, seller or other knowledgeable parties, and/or including the public records. The five step process is utilized to estimate just and adequate compensation for the acquisition.

Describe any special limitations

All limiting conditions and assumptions that affect the analysis and conclusions are included in this report.

Section 5 - Local Government Requirements

Zoning

Classification:	C-B (Central Business)
Governmental Jurisdiction:	City of Gainesville
Permitted Uses:	Retail & General Business
Restrictions:	Single family residential development

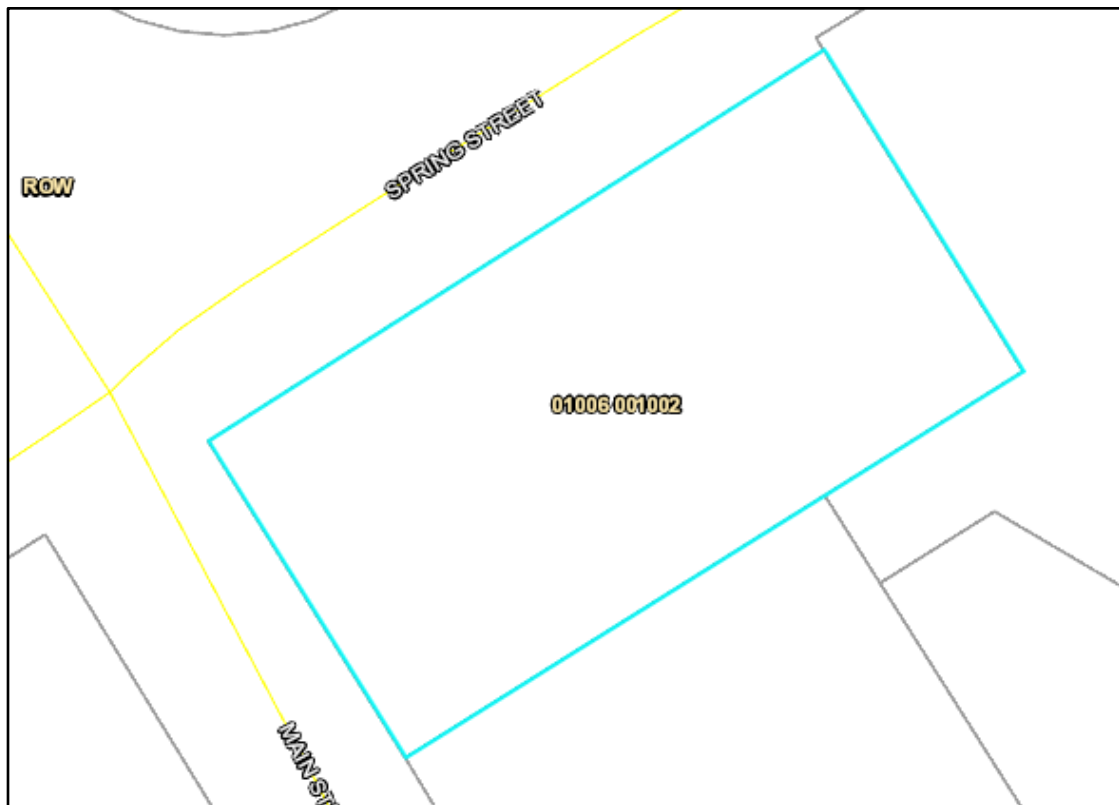
Section 6 - Property Description

Property Location:

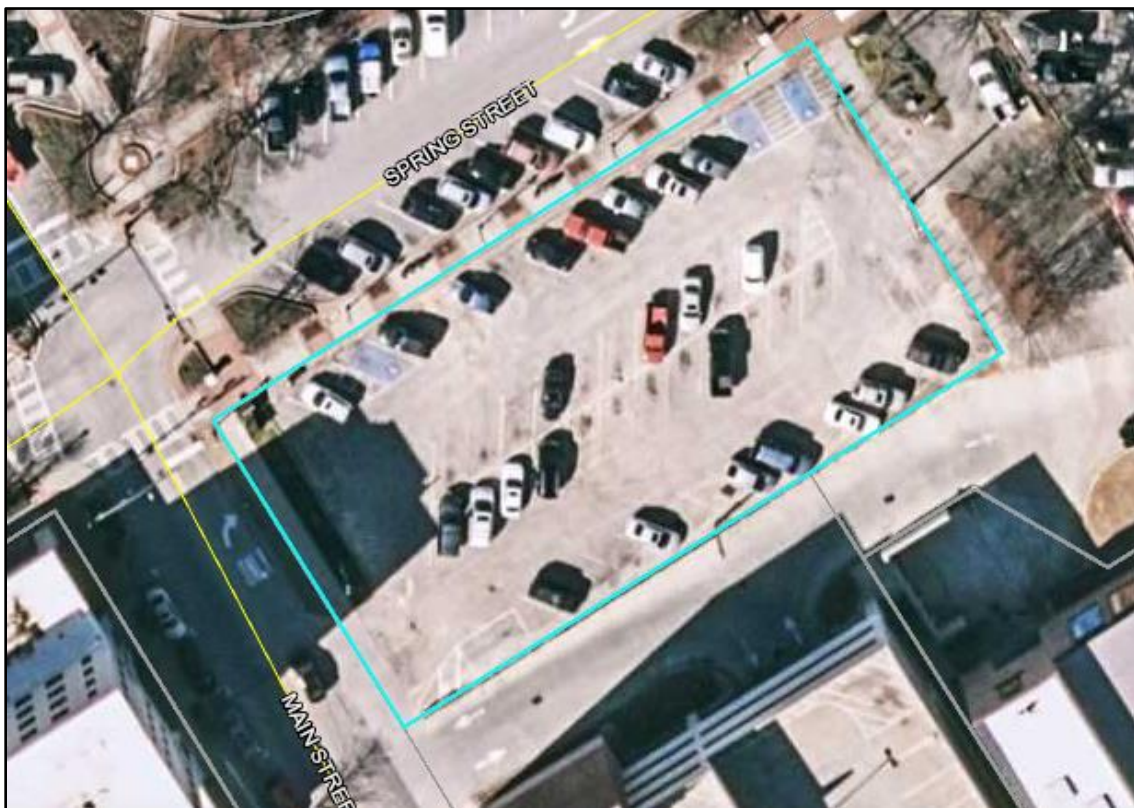
The subject property is located on Spring Street and Main Street at their intersection

LAND

Size:	20,546 sf according to City of Gainesville exhibit
Shape:	Generally rectangular
Frontage:	Approximately 200 ft frontage of Spring St and Main St
Depth:	Approximately 130 feet / See tax map below
Topography:	Generally level
Grade:	Generally level at road grade
Soil/Subsoil:	Normal for area
Drainage:	Adequate for area
FEMA Map/Date:	13139C0187G revised 04/04/2018
Flood plain/wetlands:	The subject acquisition area is not in a flood zone
Private Utilities:	None noted
Public Utilities:	Public water, public sewer, electric and telephone available to area
Access/Driveways:	Access to the subject property is from Main St
Exposure:	Direct frontage and visibility from the Central Business District
Adjoining Uses:	Commercial retail, office, government courthouse and offices, parking garage, Brenau College
On-site Considerations:	Road frontage and exposure
Off-site Considerations:	Location within the Central Business District



Parcel Map of Subject



Aerial View of Total Subject

Section 7 - Description of the Proposed Land Swap

The subject property was purchased and a development plan has been submitted. This plan represents a long awaited improvement to the Central Business District (downtown square) and is of benefit to the citizens of Gainesville and the surrounding area. The developer has determined that this plan represents the Highest and Best Use of the site. In order to facilitate the plan as submitted and meet the requirements of Highest and Best Use, the parties have agreed on a swap of a portion of the site for other public property.

The proposed land swap is to trade the area on the east side of the subject property currently owned by the City of Gainesville and identified as Tract 3 on the attached plat for the Renaissance owned area on the west side the subject property and identified as Tract 1.

Tract 2 is the majority of the parcel containing 20,137 square feet.

Tract 1 contains 409 square feet and is a narrow strip (4' x 102') located between Tract 2 and the right-of-way of Main Street. This area provides driveway access to Tract 2 and provides for a sidewalk from the square to the parking deck.

Tract 2 contains 1,581 square feet and is a generally rectangular strip located between Tract 2 and the larger parcel of city owned property. This area provides walkway access to other city properties.

Tract 1- Gainesville Renaissance LP

Tract 2- Gainesville Renaissance LP

Tract 3- City of Gainesville

Section 8 – Highest and Best Use

Four major criteria are considered in a Highest and Best Use analysis. These are the physical attributes of the property; the legal restrictions attached to the property (zoning); the most financially feasible use for the property; and the use that will provide the maximum financial return to the owner

The development plan submitted appears to meet the requirements and represents the Highest and Best Use of the site.

Section 9 - Analysis of Impact of the Land Swap on Feasibility of Development

Both Tracts 1 and 3 that are to be swapped are considered to be uneconomic remnants and are unbuildable as stand-alone properties. They have value only for assemblage with the adjoining property as they would contribute to the overall value “as developed”. Since the development plan represents the Highest and Best Use, both properties contribute value to the whole developed area rather than the value of land “as is or unimproved”.

The proposed development is for a three story multi-use commercial building containing a total of approximately 45,400 square feet with 15,150 square feet on the ground floor. The first level will contain retail commercial, with office and multi-family on the second and third levels. According to the developer the estimated total investment including all construction and interior build-out is in the range of \$18 million including land and site improvements. The generally accepted ratio of land value to total value in this market area is that underlying land represents 20% of the total investment. This would indicate land value at \$3.6 million.

The value of the “unimproved land” based on the actual sales price paid and the overall general market is estimated to be in the range of \$1,275,000. The value of the land “as improved” is estimated to be \$3,600,000. This verifies that the proposed development substantially increases the value of the underlying land and represents the Highest and Best Use.

Based on this general analysis it would be equally beneficial to the City of Gainesville and Gainesville Renaissance to proceed with the land swap to allow the development project to proceed as planned.

Based on the facts and opinions as stated in this report and in my professional judgment, the proposed land swap is of equal benefit to both parties and that no additional compensation of one to the other is warranted.

ASSUMPTIONS AND LIMITING CONDITIONS

These appraisal reports have been made with the following general assumptions:

1. No responsibility is assumed for the legal description or for matters including legal or title considerations. Title to the property is assumed to be good and marketable unless otherwise stated.
2. The property is appraised free and clear of any or all liens or encumbrances unless otherwise stated.
3. Responsible management and competent property management are assumed.
4. The information furnished by others is believed to be reliable. However, no warranty is given for its accuracy.
5. All engineering is assumed to be correct. The tax plats, right-of-way plans and illustrative material in the reports are included only to assist the reader in visualizing the property.
6. It is assumed that there are no hidden or unapparent conditions of property, subsoil or restrictions, that render it more or less valuable. Nor is responsibility assumed for such conditions or for arranging for engineering studies that may be required to discover them.
7. It is assumed that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless noncompliance is stated, defined, and considered in the appraisal report.
8. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
9. It is assumed that all required licenses, certifications of occupancy, consents, or other legislative or administrative authority from any local, state, or national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in the report is based.
10. It is assumed that the utilization of the land and improvement is within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted in the report.
11. The distribution, if any of the total valuation in the report between land and improvements applies only under the stated program of utilization. The separate allocations for land and building must not be used in conjunction with any other appraisal and are invalid if so used.
12. Possession of the report, or a copy thereof, does not carry with it the right of publication. It may not be used for any purpose by any person other than the party to whom it is addressed without the written consent of the appraiser, and in any event only with properly written qualification and only in its entirety. Therefore, the liability of the appraiser shall be expressly limited to the person for whom the appraisal was addressed and any reliance there on by any third party shall not be justifiable and therefore at the peril of the third party.

13. The appraiser herein by reason of the appraisal is not required to give further consultation, testimony or be attendance in court with reference to the property in question unless arrangements have been previously made.

14. Neither all nor any part of the contents of the report (especially any conclusions as to value, the identity of the appraiser, or the firm with which the appraiser is connected) shall be disseminated to the public through advertising, public relations, news sales, or other media without the prior consent and approval of the appraiser.

15. It is a condition of the appraisal that the subject property, including any proposed improvements, meets all governmental regulations and restrictions, including but not limited to zoning requirements, building and development codes, drainage requirements and all fire safety laws.

16. It is a condition that the property is subject to typical easements such as right-of-way for electric power lines, sewer easements, natural gas lines, as well as telephone lines and water lines.

17. It is a condition of the appraisal that no soil boring test has been made and the stated value would be subject to such a test.

18. It is a condition of the appraisal that any marketing of the subject property would expressly require effective and aggressive sales methods and techniques, reasonable pricing, market exposure, and coverage, and unless stated any suggested improvements or repairs completed in order to market the property.

19. The subject is specifically conditioned on present market conditions, any changes may affect the market value stated.

20. Unless otherwise stated in the report, the existence of hazardous material, which may or may not be present on the property, was not observed by the appraiser. The appraiser has no knowledge of the existence of such materials on or in the property. The appraiser however **is not qualified** to detect such substances. The value is predicated on the assumption that there are no such materials on or in the property that would cause a loss in value. No responsibility is assumed for any such conditions or for any expertise or engineering knowledge necessary to discover them. The client is urged to retain an expert in this field, if desired.

21. It is specifically noted as a condition of the appraisal that, unless found otherwise, the furnished plans for the project, furnished square foot or metric areas, owner furnished information, as well as county tax record information regarding the subject is believed to be reliable.

CERTIFICATION OF APPRAISER

STATE OF GEORGIA
COUNTY OF: HALL

I Hereby Certify:

That I have personally inspected the property appraised herein and that I have also made a personal field inspection of the comparable sales relied upon in making said appraisal. The subject and the comparable sales relied upon in said appraisal were as represented in said appraisal or in the data book or report which supplements said appraisal. That no one provided significant professional assistance to the appraiser in completion of this report.

That to the best of my knowledge and belief, the statements contained in the appraisal herein set forth are true and correct, the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal, unbiased professional analyses, opinions, and conclusions. That my analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice. The appraiser is currently certified under the continuing education program of the State of Georgia through the date July 31, 2020. The appraiser is also currently certified under the voluntary continuing education program of American Society of Appraisers.

That I understand that such appraisal may be used in connection with the acquisition and disposal for a project to be constructed by The City of Gainesville.

That such appraisal has been made in conformity with the appropriate State laws, regulations, and policies and procedures applicable to appraisal of right-of-way for such purposes; and that to the best of my knowledge, no portion of the value assigned to such property consists of items, which are non-compensable under the established law of said State.

That my compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event. That I have no personal interest in or bias with respect to the parties involved and that I have no present or prospective interest in the property that is the subject of this report.

That I have not revealed the findings and results of such appraisal to anyone other than the proper officials of the acquiring agency and I will not do so until so authorized by said officials, or until I am required to do so by due process of law, or until I am released from the obligation by having publicly testified as to such findings.

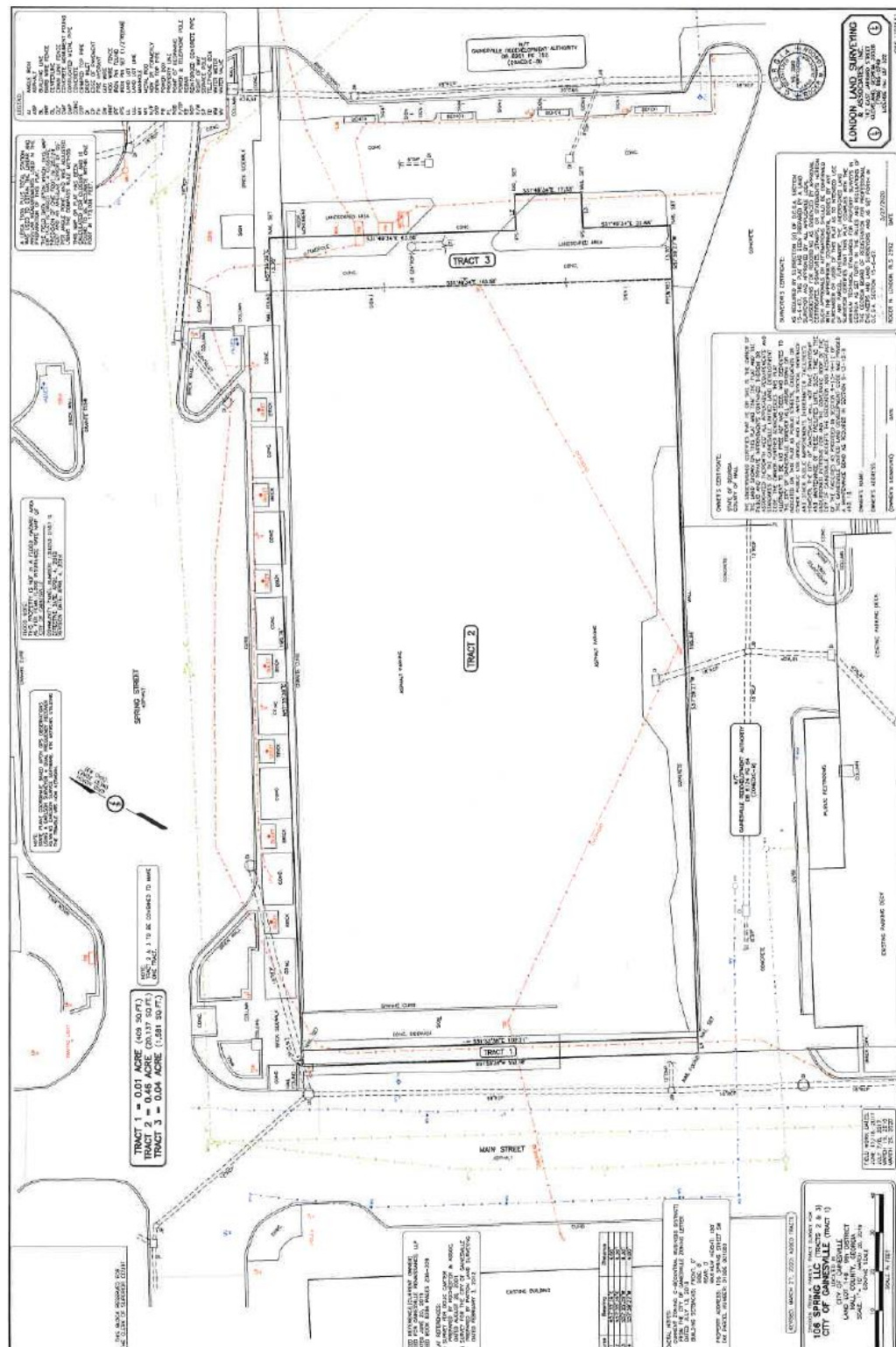
It is my opinion that the land swap as proposed is a benefit to both the City and to Renaissance and that no additional compensation, one to the other, would be necessary.

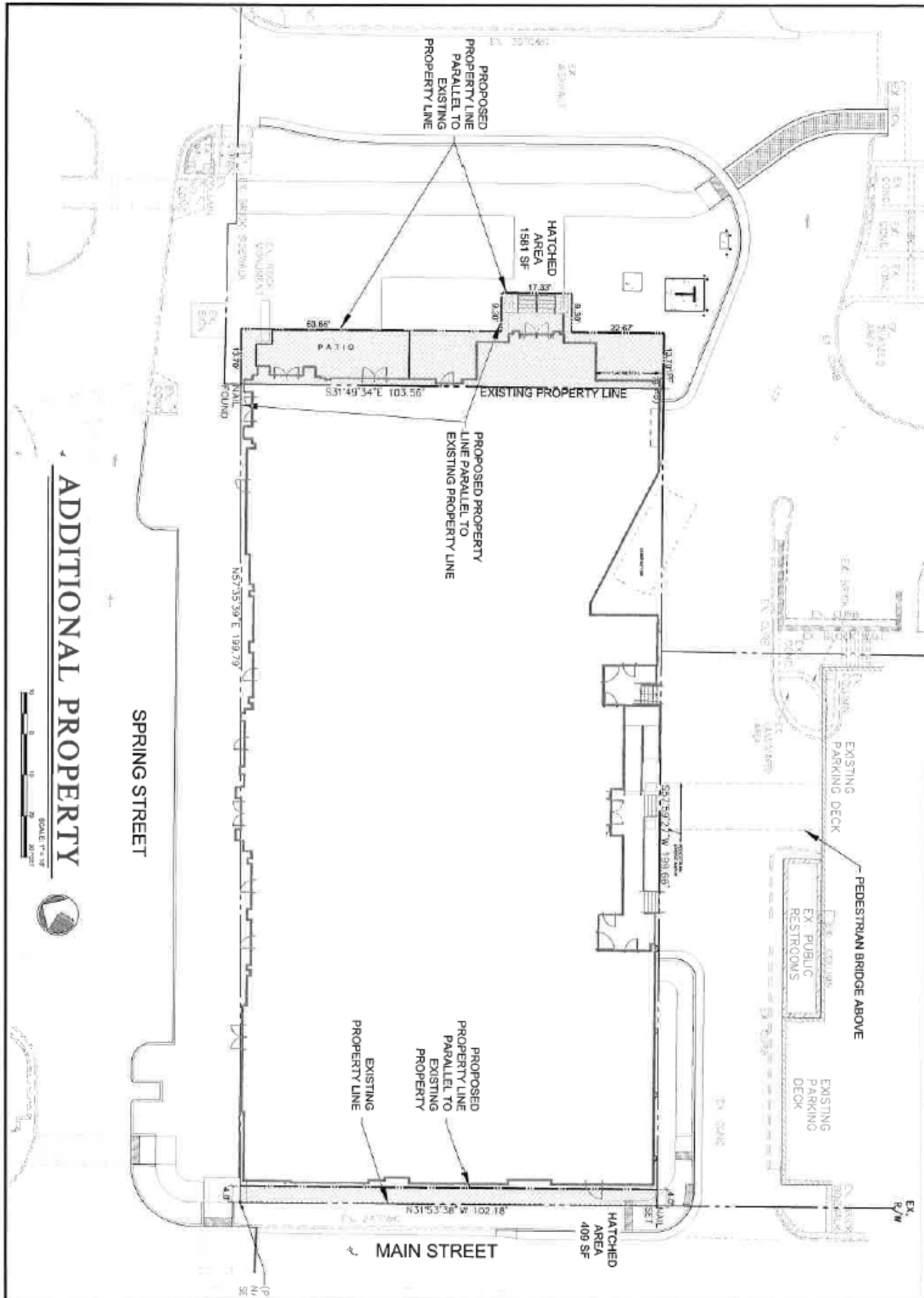


W. McRae Greene

Georgia Certification #1548
Greene Real Estate Services, Inc.
April 20, 2020

ADDENDUM





ADDITIONAL PROPERTY

SPRING STREET

MAIN STREET

EX - A

19-270

02-14-20

ADDITIONAL PROPERTY

GAINESVILLE RENAISSANCE
 106 SPRING STREET, S.W., GAINESVILLE, GEORGIA 30501
 LAND LOT 148, 9TH DISTRICT, HALL COUNTY, GEORGIA
GAINESVILLE RENAISSANCE, LLP.
 3078 SWEET BOTTOM DRIVE, DULUTH, GA 30096
 CONTACT MR. FRED RODDY, PHONE: 678-778-0256

ROBERTSON LOIA ROOF
 ARCHITECTS & ENGINEERS
 3849 Preston Rd., Suite 205 - Gainesville, GA 30605
 770-671-2605 / www.rlrcpa.com

LEGAL DESCRIPTION
(TRACT 1)

All that tract or parcel of land lying and being in Land Lot 148, 9th District., City of Gainesville, Hall County, Georgia and being more particularly described as follows:

Beginning at a nail found at the right of way intersection of the East right of way of Main Street and the South right of way of Spring Street, said point being the Point of Beginning; Thence along the South right of way of Spring Street N57°35'39"E 4.00' to a nail set; Thence leaving said right of way S31°53'38"E 102.21' to a nail set; Thence S57°59'27"W 4.00' to a nail found on the East right of way of Main Street; Thence along the East right of way Main Street N31°53'38"W 102.18' to a nail found, said point being the Point of Beginning. As shown as Tract 1 on a plat prepared by London Land Surveying & Associates, Inc. for 106 Spring LLC and City of Gainesville dated March 20, 2019, revised March 27, 2020.

Said tract contains 0.01 acre or 409 square feet

LEGAL DESCRIPTION
(TRACT 2)

All that tract or parcel of land lying and being in Land Lot 148, 9th District., City of Gainesville, Hall County, Georgia and being more particularly described as follows:

Beginning at a nail found at the right of way intersection of the East right of way of Main Street and the South right of way of Spring Street; Thence along the South right of way of Spring Street N57°35'39"E 4.00' to a nail set, said point being the Point of Beginning; Thence continuing along said right of way N57°35'39"E 195.79' to a nail found; Thence leaving said right of way S31°49'34"E 103.56' to an iron pin found (3/8" rebar); Thence S57°59'27"W 195.66' to a nail set; Thence N31°53'38"W 102.21' to a nail set on the South right of way of Spring Street, said point being the Point of Beginning. As shown as Tract 2 on a plat prepared by London Land Surveying & Associates, Inc. for 106 Spring LLC and City of Gainesville prepared dated March 20, 2019, revised March 27, 2020.

Said tract contains 0.46 acre or 20,137 square feet

LEGAL DESCRIPTION
(TRACT 3)

All that tract or parcel of land lying and being in Land Lot 148, 9th District., City of Gainesville, Hall County, Georgia and being more particularly described as follows:

Beginning at a nail found at the right of way intersection of the East right of way of Main Street and the South right of way of Spring Street; Thence along the South right of way of Spring Street N57°35'39"E 4.00' to a nail set; Thence continuing along said right of way N57°35'39"E 195.79' to a nail found, said point being the Point of Beginning; Thence continuing along said right of way N57°35'39"E 13.70' to a nail set; Thence leaving said right of way S31°49'34"E 63.66' to an iron pin set (½"rebar); Thence N57°35'39"E 9.30' to a nail set; Thence S31°49'34"E 17.33' to a nail set; Thence S57°35'39"W 9.30' to an iron pin set (½"rebar); Thence S31°49'34"E 22.66' to a nail set; Thence S57°59'27"W 13.70' to an iron pin found (¾"rebar); Thence N31°49'34"W 103.56' to a nail found on the South right of way of Spring Street, said point being the Point of Beginning. As shown as Tract 3 on a plat prepared by London Land Surveying & Associates, Inc. for 106 Spring LLC and City of Gainesville prepared dated March 20, 2019, revised March 27, 2020.

Said tract contains 0.04 acre or 1,581 square feet

Deed

FILED & RECORDED
 DATE: 6/20/2019
 TIME: 4:06PM
 DEED BOOK: 8284
 PAGES: 206-207
 FILING FEES: \$12.00
 PT61: 0692019004388
 TRANSFER TAX: \$1,275.00
 Recorded By: MT
 Charles Baker, C.S.C.
 Hall County, GA

after recording, return to:
 Jenifer Dimo
 Stewart, Melvin & Frost LLP
 P.O. Box 3280
 Gainesville, GA 30503

LIMITED WARRANTY DEED

THIS INDENTURE is made this 20th day of June, 2019, between

CARTER FAMILY PROPERTIES, LP
 (hereinafter referred to as "Grantor")

and

GAINESVILLE RENAISSANCE, LLP
 (hereinafter referred to as "Grantee")

("Grantors" and "Grantees" to include their respective heirs, successors, executors, administrators, legal representatives and assigns where the context requires or permits.)

WITNESSETH

GRANTORS, in consideration of the sum of TEN AND NO/100 DOLLARS (\$10.00) and other valuable considerations, have granted, bargained, sold, aliened, conveyed and confirmed, and does hereby grant, bargain, sell, alien, convey and confirm unto Grantees the following described property, to wit:

SEE ATTACHED EXHIBIT "A" FOR LEGAL DESCRIPTION

TO HAVE AND TO HOLD the Land, with all and singular the rights, members and appurtenances thereof, to the same being, belonging, or in anywise appertaining, to the only proper use, benefit and behoof of Grantees forever in FEE SIMPLE.

AND GRANTORS WILL WARRANT and forever defend the right and title to the Land unto Grantees against the claims of all persons whomsoever claiming by, under, or through said Grantor.

EXECUTED under seal as of the date above.

Signed, sealed, and delivered
 in the presence of:

CARTER FAMILY PROPERTIES, LP

By: D B Advisors, LLC, its General Partner

Kellen S. Jackson
 Unofficial Witness

Susan Carol Arbelaez
 Notary Public

David Benton (Seal)
 Name: David Benton
 Title: Sole Member

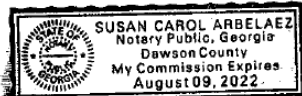


EXHIBIT "A"**Description of Property**

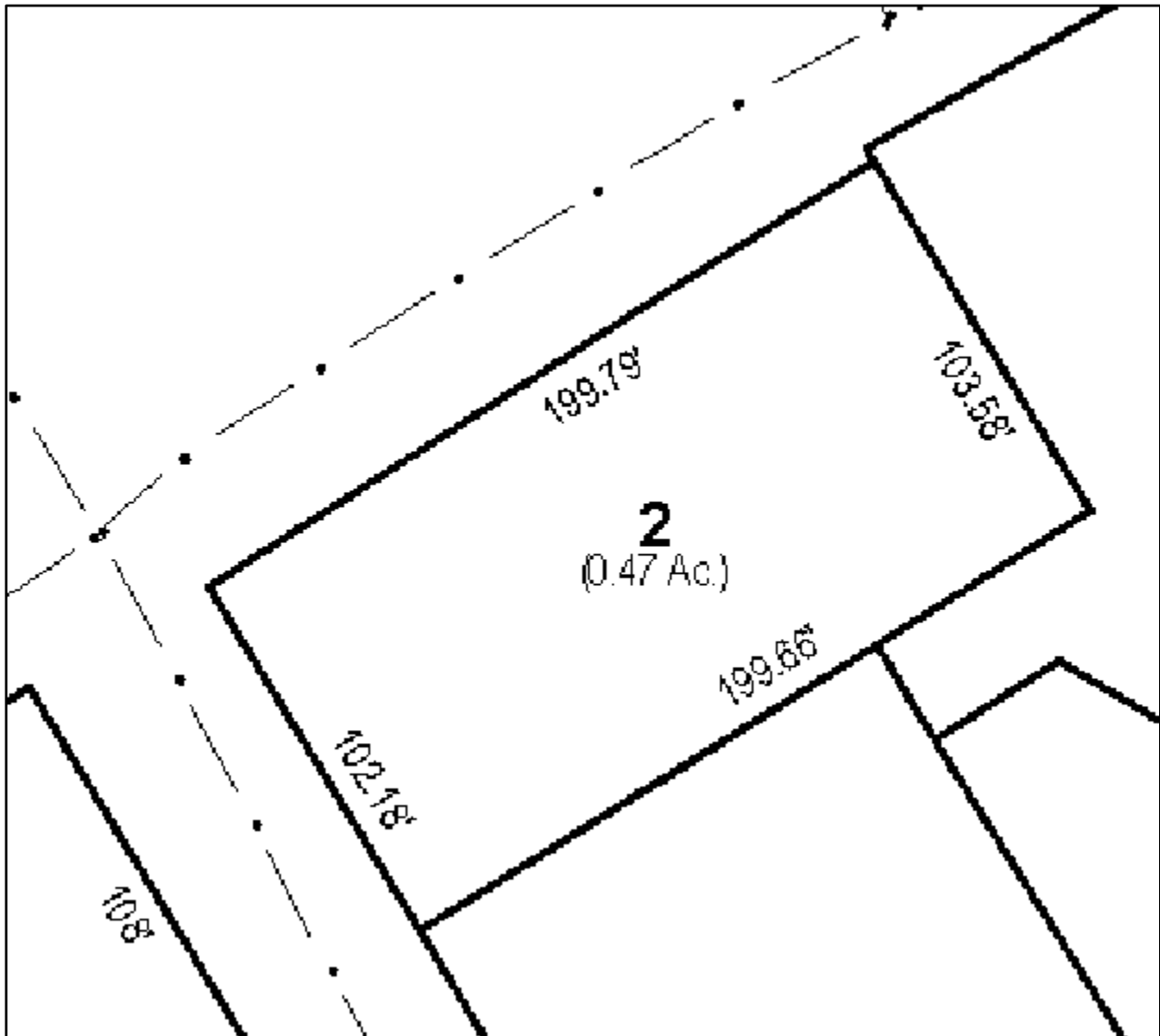
All that tract or parcel of land lying and being in Land Lot 148 of the 9th Land District, City of Gainesville, Hall County, Georgia, containing 20,547 square feet (0.472 acres) as shown on a survey for Carter Family Properties, LP, prepared by James C. Jones, Registered Surveyor, dated June 26, 2001, revised July 10, 2001, and being more particularly described according to said Jones survey as follows:

COMMENCE at a point where the southeasterly right of way of Spring Street intersects the northeasterly right of way of Main Street; thence North 57 degrees 34 minutes 48 seconds East 199.79 feet to a point; thence South 31 degrees 50 minutes 12 seconds East 103.58 feet to an iron pin found; thence South 57 degrees 58 minutes 53 seconds West 199.66 feet to a concrete nail set; thence North 31 degrees 54 minutes 12 seconds West 102.18 feet to the point of beginning.

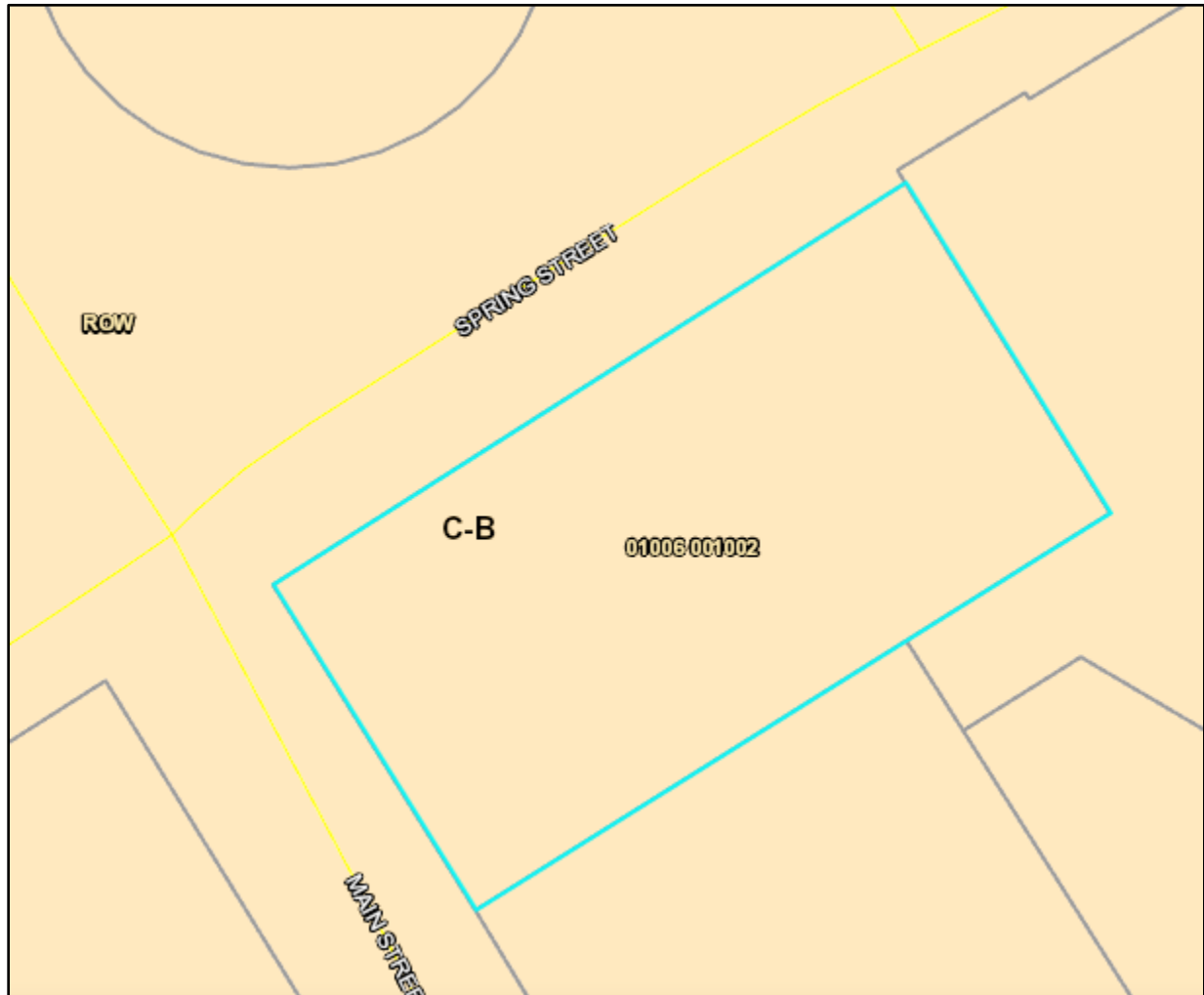
Said tract being known as 106 SW Spring Street according to the present system of numbering properties by the Hall County, Georgia Tax Assessor's office. Said property is conveyed subject to and together with all easements, restrictions and covenants of record, if any.

80080 Description

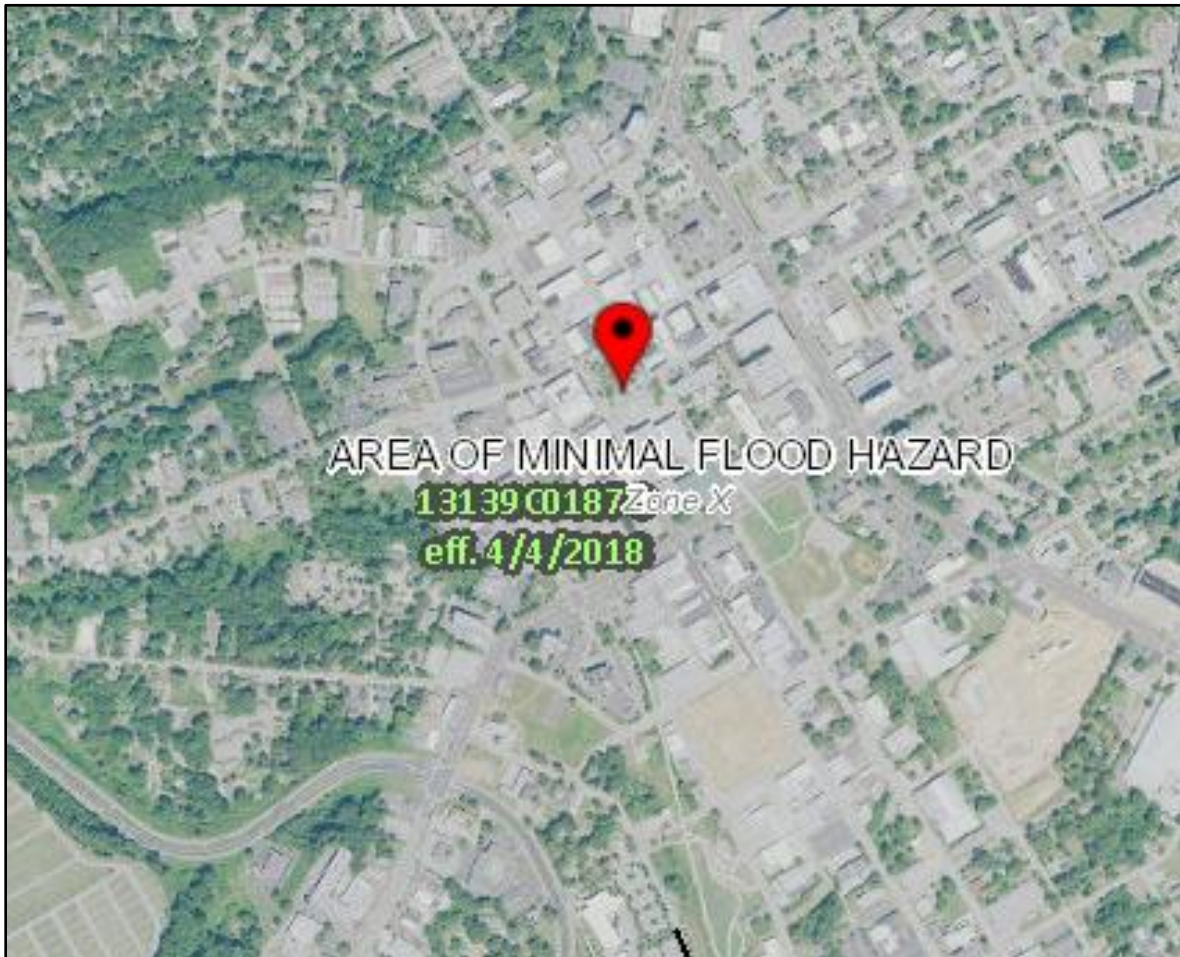
Tax Assessor Map



Zoning Map



Flood Map



Utility Map



Blue Lines – Water Lines
Gold Lines – Sewer Lines

Photos











Street View from Spring St



Street View from Main St

QUALIFICATIONS OF W. McRAE GREENE, JR.

Greene Real Estate Services, Inc.
P.O. Box 811
Gainesville, Georgia 30503
770-532-1245 raeg44@gmail.com

EDUCATION

BBA Degree - University of Georgia (1966)
BBA Degree with Major in Real Estate
Continuing Education - Annual courses and seminars in all areas of real estate brokerage, finance and appraisal

AFFILIATIONS

Affiliate member - Appraisal Institute
Member - National Association of Independent Fee Appraisers (Certification IFAS)
Past President - Gainesville Hall County Association of Realtors
Past Director - Georgia Association of Realtors

EXPERIENCE

Georgia Licensed Real Estate Broker (# 085049) Originally Licensed Oct. 1965
Tennessee Certified General Real Estate Appraiser (#5266)
South Carolina Certified Real Estate Appraiser (# 7437)
Georgia Certified Real Estate Appraiser (#1548)
Unlicensed States by reciprocal temporary licensing agreement
Owner and President of Greene Real Estate Services, Inc. (1966 - Present)
Active Real Estate Appraiser (1966 - Present)

RECENT CLIENTS

Clients for appraisal assignments over the past three years include Governmental Agencies, Lending Institutions, Businesses, Estates, Individuals, Certified Public Accountants and Attorneys. Also, testimony relating to real estate value in the Superior Courts of most counties in Northeast Georgia, Federal Court and U.S. Bankruptcy Court.

Internal Revenue Service

For over 30 years appraisals for fee simple interest charitable donations that meet IRS requirements.

Specific recent clients include: (conservation easement clients not disclosed)

Georgia Department of Transportation
Etowah Water and Sewer Authority
Cobb County Water and Sewer Department
Cities of Gainesville, Cornelia, Clayton, Georgia
United States Corps of Engineers

Valuation assignments utilizing before and after analysis of easement interest for public utilities, property acquisitions and sales of surplus properties.

Legal Organ: The Times
Publish: May 6, 2020
Publish: May 13, 2020
Publish: May 20, 2020
Publish: May 27, 2020

PUBLIC NOTICE

In accordance with O.C.G.A. § 36-37-6(c), public notice is hereby given that the governing body of the City of Gainesville will consider a proposed exchange of real property at its regularly scheduled meeting on Tuesday, June 2, 2020, at 5:30 p.m. in the Gainesville Justice Center (Municipal Courtroom at the Public Safety Complex), 701 Queen City Parkway, Gainesville, Georgia 30501. Based on an appraisal of the real properties to be exchanged, the value of the real property to be acquired by the City of Gainesville from Gainesville Renaissance, LLP is of equal or greater value than the real property to be granted to Gainesville Renaissance, LLP by the City of Gainesville.

The real property to be acquired by the City of Gainesville from Gainesville Renaissance, LLP is described as: All that tract or parcel of land lying and being in Land Lot 148, 9th District., City of Gainesville, Hall County, Georgia and being more particularly described as follows: Beginning at a nail found at the right of way intersection of the East right of way of Main Street and the South right of way of Spring Street, said point being the Point of Beginning; Thence along the South right of way of Spring Street N57°35'39"E 4.00' to a nail set; Thence leaving said right of way S31°53'38"E 102.21' to a nail set; Thence S57°59'27"W 4.00' to a nail found on the East right of way of Main Street; Thence along the East right of way Main Street N31°53'38"W 102.18' to a nail found, said point being the Point of Beginning. As shown as Tract 1 on a plat prepared by London Land Surveying & Associates, Inc. for 106 Spring LLC and City of Gainesville dated March 20, 2019, revised March 27, 2020. Said tract contains 0.01 acre or 409 square feet.

The real property to be acquired by Gainesville Renaissance, LLP from the City of Gainesville is described as: All that tract or parcel of land lying and being in Land Lot 148, 9th District., City of Gainesville, Hall County, Georgia and being more particularly described as follows: Beginning at a nail found at the right of way intersection of the East right of way of Main Street and the South right of way of Spring Street; Thence along the South right of way of Spring Street N57°35'39"E 4.00' to a nail set; Thence continuing along said right of way N57°35'39"E 195.79' to a nail found, said point being the Point of Beginning; Thence continuing along said right of way N57°35'39"E 13.70' to a nail set; Thence leaving said right of way S31°49'34"E 63.66' to an iron pin set (½"rebar); Thence N57°35'39"E 9.30' to a nail set; Thence S31°49'34"E 17.33' to a nail set; Thence S57°35'39"W 9.30' to an iron pin set (½"rebar); Thence S31°49'34"E 22.66' to a nail set; Thence S57°59'27"W 13.70' to an iron pin found (¾"rebar); Thence N31°49'34"W 103.56' to a nail found on the South right of way of Spring Street, said point being the Point of Beginning. As shown as Tract 3 on a plat prepared by London Land Surveying & Associates, Inc. for 106 Spring LLC and City of Gainesville prepared dated March 20, 2019, revised March 27, 2020. Said tract contains 0.04 acre or 1,581 square feet.