



City of Franklin

Revenue Model

FY 2025 Revenue Forecast

Actual Data - FY 2019-2023

Budget - FY 2024

Forecast - FY 2025



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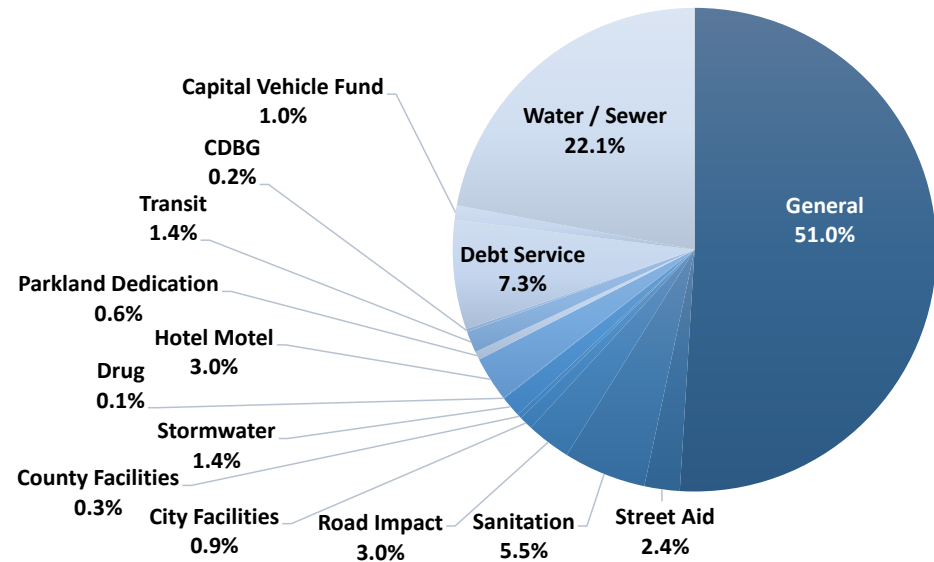
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Summary (All Funds)

The City of Franklin funds its operations through a variety of taxes, fees for service, fines and grants. This page shows the total amount of revenues - regardless of fund - proposed to support operations for the City of Franklin in Fiscal Year 2025.

Overall we are projecting all funds revenues of \$208.1, or essentially flat compared to the FY 2024 Budget. Revenues for the largest fund, the General Fund, are forecast to increase by \$3.52 Million (3.4%) more than the FY 2024 Budget.



Fund	Actual					Budget		FY 2025 Forecast			FY 2025
	A FY 2019	B FY 2020	C FY 2021	D FY 2022	E FY 2023	F FY 2024	G Low	H Medium	I High		
General	\$ 72,704,419	\$ 69,956,580	\$ 80,560,453	\$ 95,587,973	\$ 105,114,293	\$ 102,534,139	\$ 103,759,000	\$ 106,059,680	\$ 108,412,951	51.0%	
Street Aid	\$ 3,637,421	\$ 3,739,948	\$ 3,767,280	\$ 5,359,934	\$ 5,399,470	\$ 4,614,204	\$ 4,866,404	\$ 4,910,509	\$ 4,954,614	2.4%	
Sanitation	\$ 9,357,230	\$ 9,732,925	\$ 11,197,465	\$ 11,610,527	\$ 11,508,153	\$ 12,808,062	\$ 11,381,965	\$ 11,496,934	\$ 11,611,904	5.5%	
Road Impact	\$ 8,411,765	\$ 12,953,558	\$ 7,061,745	\$ 9,746,863	\$ 4,651,737	\$ 7,286,688	\$ 6,048,732	\$ 6,172,176	\$ 6,295,619	3.0%	
City Facilities	\$ 3,123,798	\$ 3,485,487	\$ 3,358,803	\$ 2,551,918	\$ 1,516,051	\$ 2,419,711	\$ 1,707,117	\$ 1,896,797	\$ 2,086,477	0.9%	
County Facilities	\$ 904,441	\$ 1,000,026	\$ 949,847	\$ 878,300	\$ 736,620	\$ 699,017	\$ 619,850	\$ 652,474	\$ 685,097	0.3%	
Stormwater	\$ 2,710,760	\$ 2,661,807	\$ 2,736,221	\$ 2,738,385	\$ 2,832,236	\$ 2,813,758	\$ 2,743,196	\$ 2,887,574	\$ 3,020,072	1.4%	
Drug	\$ 129,156	\$ 181,384	\$ 173,266	\$ 170,648	\$ 146,020	\$ 155,470	\$ 107,063	\$ 112,698	\$ 118,333	0.1%	
Hotel Motel	\$ 4,317,949	\$ 3,390,805	\$ 2,728,865	\$ 5,704,248	\$ 6,486,559	\$ 4,357,759	\$ 5,621,064	\$ 6,245,627	\$ 6,870,190	3.0%	
Parkland Dedication	\$ 1,864,748	\$ 1,757,183	\$ 825,958	\$ 1,275,410	\$ 2,330,659	\$ 1,071,657	\$ 860,439	\$ 1,147,252	\$ 1,434,065	0.6%	
Transit	\$ 2,407,337	\$ 2,611,686	\$ 2,888,155	\$ 2,781,701	\$ 3,443,350	\$ 4,374,918	\$ 2,890,958	\$ 2,980,369	\$ 3,069,780	1.4%	
CDBG	\$ 384,606	\$ 282,395	\$ 332,085	\$ 311,036	\$ 539,667	\$ 380,000	\$ 359,850	\$ 399,833	\$ 439,816	0.2%	
Debt Service	\$ 40,568,211	\$ 56,701,953	\$ 15,452,370	\$ 15,962,257	\$ 15,353,901	\$ 16,408,626	\$ 15,197,519	\$ 15,197,519	\$ 15,197,519	7.3%	
Capital Vehicle Fund	\$ -	\$ -	\$ -	\$ -	\$ 2,906,667	\$ 312,810	\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	1.0%	
Water / Sewer	\$ 34,975,928	\$ 37,483,277	\$ 38,697,557	\$ 42,511,291	\$ 42,659,238	\$ 47,888,521	\$ 44,997,661	\$ 45,901,685	\$ 46,805,709	22.1%	
All Revenues	\$ 185,497,770	\$ 205,939,014	\$ 170,730,072	\$ 197,190,490	\$ 205,624,619	\$ 208,125,337	\$ 203,160,818	\$ 208,061,128	\$ 213,002,146	100.0%	

	(A-FY2019)	(B-A)	(C-B)	(D-C)	(E-D)	(F-E)	(G-F)	(H-F)	(I-F)
Change Year-over-Year	\$ 24,860,992	\$ 20,441,244	\$ (35,208,942)	\$ 26,460,418	\$ 8,434,129	\$ 2,500,718	\$ (4,964,519)	\$ (64,209)	\$ 4,876,810
	29.6%	28.2%	-8.0%	15.5%	4.3%	1.2%	-2%	-0.03%	2%



City of Franklin

Revenue Model

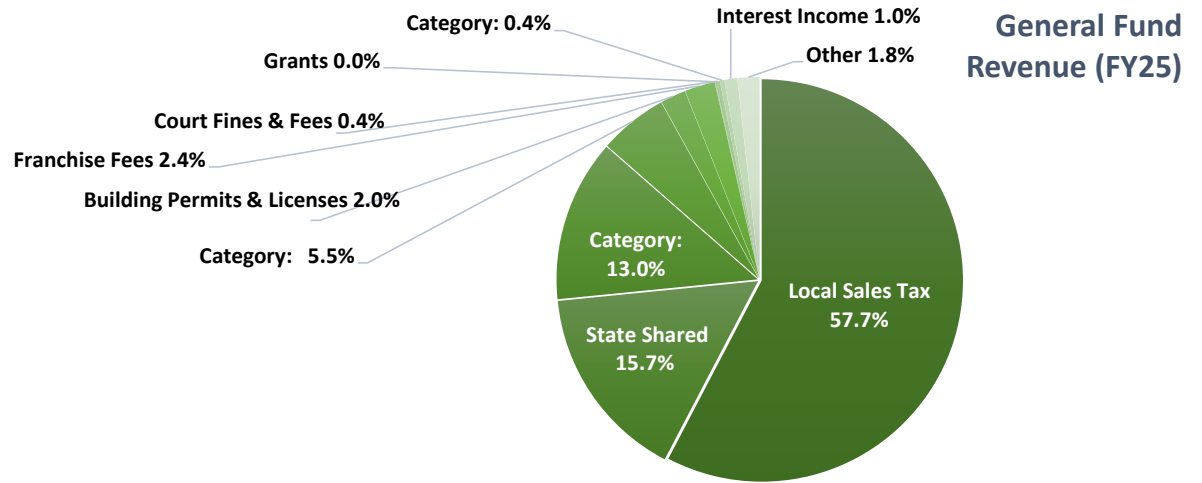
Summary (General Fund)

Percent of All Revenues

51.0%

The General Fund for the City of Franklin is the largest and most important of the City's 14 funds used for financing City services. Although it comprises nearly 50 individual revenue sources, this analysis focuses on the Top 10 revenue sources, which comprise more than 98% of the total as of FY 2024.

For FY 2025, General Fund revenue is forecast to increase by 3.4% over the FY 2024 budget.



Top Ten Revenue Categories

	Actual					Budget	FY 2025 Forecast		
	A FY 2019	B FY 2020	C FY 2021	D FY 2022	E FY 2023	F FY 2024	G Low	H Medium	I High
Local Sales Tax	\$ 36,168,175	\$ 35,453,379	\$ 41,999,727	\$ 57,745,532	\$ 60,556,943	\$ 59,547,556	\$ 59,948,794	\$ 61,172,239	\$ 62,395,684
State Shared	\$ 14,648,230	\$ 13,497,987	\$ 14,505,232	\$ 16,245,091	\$ 17,496,680	\$ 16,341,388	\$ 16,431,659	\$ 16,701,939	\$ 16,982,586
Category:	\$ 9,318,972	\$ 7,901,599	\$ 8,499,957	\$ 8,085,664	\$ 10,805,467	\$ 11,632,485	\$ 13,402,904	\$ 13,817,427	\$ 14,231,950
Category:	\$ 4,390,575	\$ 4,599,511	\$ 5,262,169	\$ 5,844,876	\$ 5,646,949	\$ 5,535,512	\$ 5,789,681	\$ 5,848,163	\$ 5,906,644
Building Permits & Licenses	\$ 2,279,334	\$ 2,405,139	\$ 2,495,634	\$ 2,363,110	\$ 2,223,293	\$ 2,260,609	\$ 2,139,870	\$ 2,168,556	\$ 2,190,241
Franchise Fees	\$ 2,566,246	\$ 2,489,287	\$ 2,497,407	\$ 2,506,169	\$ 2,441,864	\$ 2,551,351	\$ 2,555,026	\$ 2,580,323	\$ 2,657,733
Grants	\$ 387,640	\$ 836,319	\$ 3,659,217	\$ 2,262,139	\$ 121,123	\$ 1,297,500	\$ 50,000	\$ 50,000	\$ 50,000
Court Fines & Fees	\$ 370,159	\$ 388,668	\$ 304,139	\$ 398,877	\$ 446,165	\$ 381,678	\$ 359,465	\$ 378,384	\$ 394,414
Category:	\$ 259,875	\$ 398,936	\$ 353,969	\$ 282,068	\$ 376,479	\$ 369,251	\$ 372,943	\$ 376,673	\$ 380,402
Interest Income	\$ 1,229,262	\$ 1,208,681	\$ 93,916	\$ (1,096,123)	\$ 1,167,782	\$ 116,604	\$ 880,000	\$ 1,100,000	\$ 1,320,000
Top Ten Revenue Sources	\$ 71,618,469	\$ 69,179,505	\$ 79,671,367	\$ 94,637,403	\$ 101,282,745	\$ 100,033,933	\$ 101,930,343	\$ 104,193,703	\$ 106,509,654
Other	\$ 1,085,952	\$ 777,075	\$ 889,086	\$ 950,569	\$ 3,831,548	\$ 2,500,205	\$ 1,828,657	\$ 1,865,977	\$ 1,903,296
Total General Fund Revenues	\$ 72,704,419	\$ 69,956,580	\$ 80,560,453	\$ 95,587,973	\$ 105,114,293	\$ 102,534,139	\$ 103,759,000	\$ 106,059,680	\$ 108,412,951
	<u>(A-FY 2018)</u>	<u>(B-A)</u>	<u>(C-B)</u>	<u>(D-C)</u>	<u>(E-D)</u>	<u>(F-E)</u>	<u>(G-F)</u>	<u>(H-F)</u>	<u>(I-F)</u>
Change Year-over-Year	\$ 3,604,364	\$ (2,747,839)	\$ 10,603,873	\$ 15,027,519	\$ 9,526,320	\$ (2,580,154)	\$ 1,224,861	\$ 3,525,542	\$ 5,878,812
	5.2%	-3.8%	15.2%	18.7%	10.0%	-2.5%	1.2%	3.44%	5.7%



Summary (General Fund)

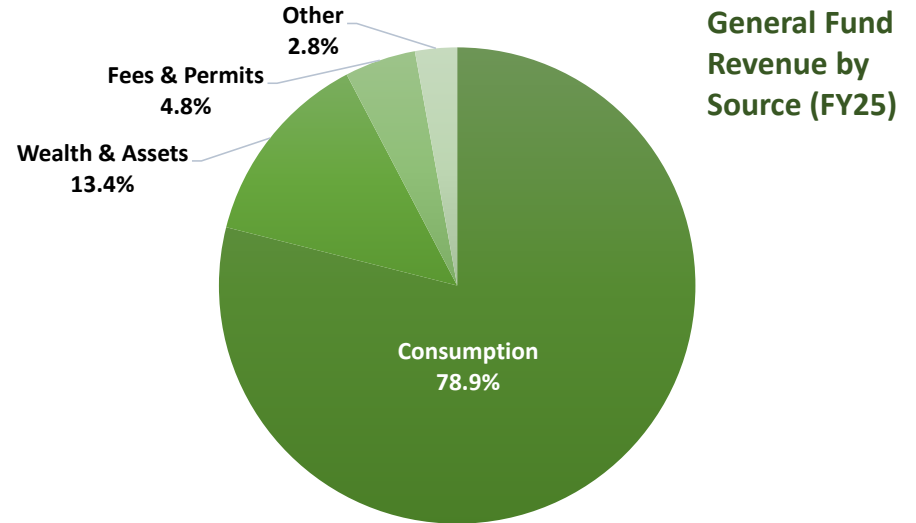
Percent of All Revenues

51.0%

The City of Franklin relies upon a variety of different sources to fund general operations, but essentially there are only four sources of revenue: taxes on consumption, taxes derived from wealth & assets, permitting & fees for services, and “Other.”

The largest category are revenues derived from the consumption of goods and services. This source - taxes on retail sales and alcohol consumption - comprises more than 4 of every 5 dollars the City receives for the General Fund. All other sources - wealth & assets (property taxes), fees & permits (proceeds from permits, fees & licenses recovered for City services provided), and other (in lieu of taxes, earned interest income, grants and miscellaneous revenue) - make slightly less than 1 of every 5 dollars received.

Heavy dependency on consumption taxes places the City in a vulnerable position during downturns in the business cycle and economic retrenchments.



Top Ten Revenue Categories

	<u>Actual</u>					<u>Budget</u>	<u>FY 2025 Forecast</u>		
	FY 2019	FY 2020	FY 2021	FY 2022	FY2023	2024	Low	Medium	High
Consumption	\$ 53,001,293	\$ 52,914,589	\$ 61,023,282	\$ 79,758,291	\$ 83,665,850	\$ 81,424,455	\$ 82,170,134	\$ 83,722,341	\$ 85,284,914
Local Sales Tax	\$ 36,168,175	\$ 35,453,379	\$ 41,999,727	\$ 57,745,532	\$ 60,556,943	\$ 59,547,556	\$ 59,948,794	\$ 61,172,239	\$ 62,395,684
State Shared	\$ 12,442,543	\$ 12,861,699	\$ 13,761,386	\$ 16,167,883	\$ 17,461,957	\$ 16,341,388	\$ 16,431,659	\$ 16,701,939	\$ 16,982,586
Alcohol Tax	\$ 4,390,575	\$ 4,599,511	\$ 5,262,169	\$ 5,844,876	\$ 5,646,949	\$ 5,535,512	\$ 5,789,681	\$ 5,848,163	\$ 5,906,644
Wealth & Assets	\$ 11,784,534	\$ 8,936,823	\$ 9,597,772	\$ 8,444,940	\$ 11,216,669	\$ 12,001,736	\$ 13,775,847	\$ 14,194,100	\$ 14,612,352
Category:	\$ 9,318,972	\$ 7,901,599	\$ 8,499,957	\$ 8,085,664	\$ 10,805,467	\$ 11,632,485	\$ 13,402,904	\$ 13,817,427	\$ 14,231,950
Hall Income Tax	\$ 2,205,687	\$ 636,288	\$ 743,846	\$ 77,208	\$ 34,723	\$ -	\$ -	\$ -	\$ -
In Lieu of Taxes	\$ 259,875	\$ 398,936	\$ 353,969	\$ 282,068	\$ 376,479	\$ 369,251	\$ 372,943	\$ 376,673	\$ 380,402
Fees & Permits	\$ 5,215,739	\$ 5,283,094	\$ 5,297,180	\$ 5,268,156	\$ 5,111,321	\$ 5,193,638	\$ 5,054,361	\$ 5,127,263	\$ 5,242,388
Franchise Fees	\$ 2,566,246	\$ 2,489,287	\$ 2,497,407	\$ 2,506,169	\$ 2,441,864	\$ 2,551,351	\$ 2,555,026	\$ 2,580,323	\$ 2,657,733
Category:	\$ 2,279,334	\$ 2,405,139	\$ 2,495,634	\$ 2,363,110	\$ 2,223,293	\$ 2,260,609	\$ 2,139,870	\$ 2,168,556	\$ 2,190,241
Court Fines & Fees	\$ 370,159	\$ 388,668	\$ 304,139	\$ 398,877	\$ 446,165	\$ 381,678	\$ 359,465	\$ 378,384	\$ 394,414
Other	\$ 2,702,854	\$ 2,822,075	\$ 4,642,219	\$ 2,116,585	\$ 5,120,453	\$ 3,914,309	\$ 2,758,657	\$ 3,015,977	\$ 3,273,296
Grants	\$ 387,640	\$ 836,319	\$ 3,659,217	\$ 2,262,139	\$ 121,123	\$ 1,297,500	\$ 50,000	\$ 50,000	\$ 50,000
Interest Income	\$ 1,229,262	\$ 1,208,681	\$ 93,916	\$ (1,096,123)	\$ 1,167,782	\$ 116,604	\$ 880,000	\$ 1,100,000	\$ 1,320,000
Other	\$ 1,085,952	\$ 777,075	\$ 889,086	\$ 950,569	\$ 3,831,548	\$ 2,500,205	\$ 1,828,657	\$ 1,865,977	\$ 1,903,296
Total General Fund Revenues	\$ 72,704,419	\$ 69,956,580	\$ 80,560,453	\$ 95,587,973	\$ 105,114,293	\$ 102,534,139	\$ 103,759,000	\$ 106,059,680	\$ 108,412,951



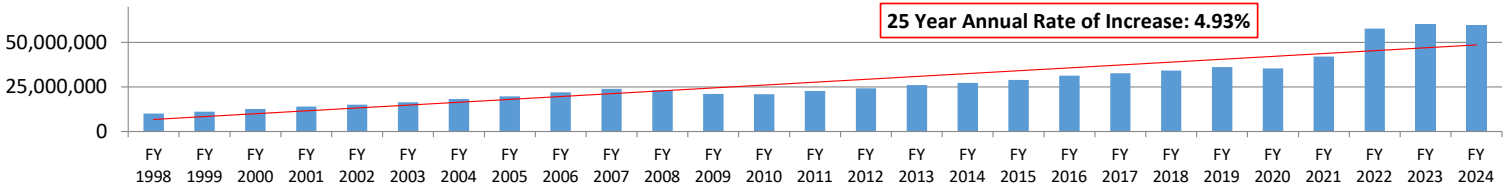
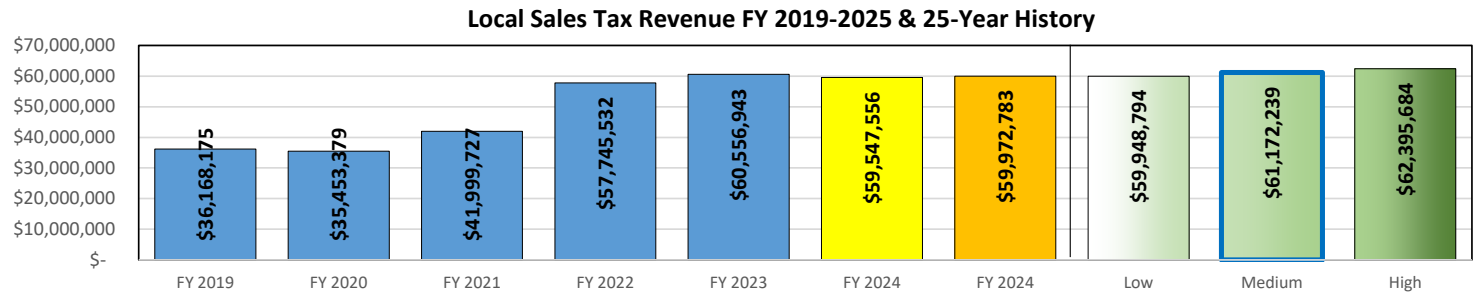
City of Franklin

Revenue Model

Fund: General Fund	Category: Local Sales Tax	Percent of Total General Fund Revenues 57.7%
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Local Sales Tax is the City's primary revenue source. Roughly half of our General Fund revenue comes from this source. In addition to the State-imposed 7% sales tax, the City has a 2.75% local sales tax, which is at the maximum allowed by State law. Local sales tax revenue is shared equally with education, which is provided by Williamson County Schools and the Franklin Special School District.

At this time, we are forecasting a base increase of 2% higher than estimated FY 2024. This is designed to be prudently conservative given ongoing concerns in the global economy.



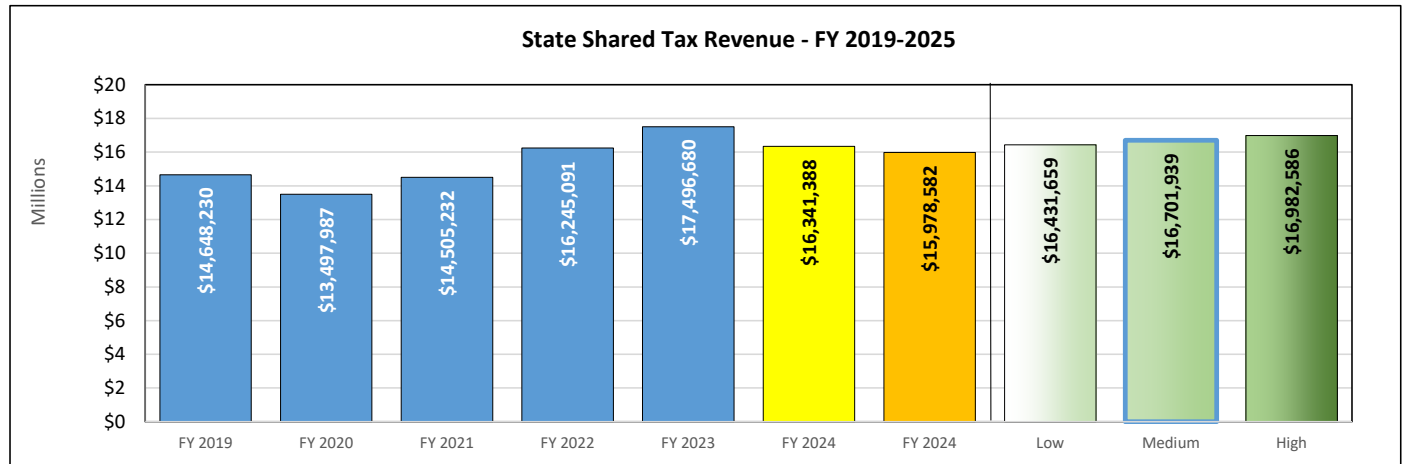
	Actuals					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	5.9%	-2.0%	18.5%	37.5%	4.9%	-1.67%	-0.96%	-0.04%	2.00%	4.04%	
July	2,811,663	3,011,846	3,000,773	4,616,865	4,940,855	5,039,671	5,017,174	5,015,167	5,117,518	5,219,868	3-yr Average
August	2,848,326	2,938,112	2,915,576	4,357,269	4,650,081	4,743,083	4,694,185	4,692,307	4,788,068	4,883,830	\$ 53,434,067
September	2,933,410	2,947,162	3,022,499	4,794,161	5,022,821	5,123,277	4,990,343	4,988,347	5,090,150	5,191,953	4.4%
October	3,068,712	3,002,662	3,186,150	4,655,427	4,761,957	4,857,196	5,088,909	5,086,873	5,190,687	5,294,501	5-Yr Average
November	3,026,420	3,109,876	3,085,542	4,829,484	4,984,513	5,084,202	5,135,044	5,132,990	5,237,745	5,342,500	\$ 46,384,751
December	3,865,896	4,115,721	4,372,682	5,790,986	6,139,766	6,262,561	6,325,187	6,322,657	6,451,691	6,580,724	6.1%
January	2,682,263	2,822,778	3,007,164	4,188,974	4,590,039	4,681,839	4,728,657	4,726,766	4,823,230	4,919,695	10-Yr Average
February	2,622,735	2,605,704	2,550,960	4,267,860	4,465,281	4,554,586	4,600,132	4,598,292	4,692,135	4,785,978	\$ 38,627,810
March	3,060,153	2,744,230	3,595,329	5,012,805	5,201,808	4,685,658	4,732,515	4,730,622	4,827,165	4,923,708	5.7%
April	3,034,501	2,257,522	4,323,776	4,993,938	5,117,533	4,693,927	4,740,866	4,738,970	4,835,684	4,932,397	20-Yr Average
May	3,064,704	2,781,549	4,446,675	5,121,518	5,343,633	4,949,928	4,999,427	4,997,428	5,099,416	5,201,404	\$ 30,423,680
June	3,149,391	3,116,217	4,492,601	5,116,245	5,338,658	4,871,627	4,920,343	4,918,375	5,018,750	5,119,125	5.0%
Totals	\$ 36,168,175	\$ 35,453,379	\$ 41,999,727	\$ 57,745,532	\$ 60,556,943	\$ 59,547,556	\$ 59,972,783	\$ 59,948,794	\$ 61,172,239	\$ 62,395,684	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2023* & Estimates from Finance & Revenue Management Departments.

Fund: General Fund	Category: State Shared	Percent of Total General Fund Revenues 15.8%
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State Shared Taxes: We receive significant revenue from the State in the form of shared taxes with distribution based primarily on population. The major sources are from the Sales Tax, Business Tax, and TVA in Lieu Of Tax. These are sent to us monthly or quarterly around the 20th except for the Income tax (annual) and the Excise Tax which are semi-annual remittances.

The forecast for 2025 assumes a 4.53% increase over *estimated* FY 2024. Most categories will increase - (based on composite projections from state economists and the Department of Revenue) - between 1% and 3% *over budget*, but vary according by specific category.



	Actuals					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	4.9%	-7.9%	7.5%	12.0%	7.7%	-6.6%	-8.7%	2.84%	4.53%	6.28%	
Sales Tax (State)	6,308,464	6,480,703	7,553,994	9,427,976	9,949,094	9,854,610	9,644,062	9,850,668	10,051,702	10,252,736	3-yr Average
Beer Tax (State)	47,859	33,215	18,536	38,120	38,106	38,526	37,103	36,906	37,660	38,413	\$ 16,082,334
State Excise Tax - BANK - January	254,236	281,061	316,397	247,314	396,896	245,495	-	240,586	245,495	250,405	2.9%
In Lieu of Tax (TVA)	839,835	872,269	810,661	866,622	1,003,531	1,003,528	1,022,877	1,012,649	1,022,877	1,043,335	5-Yr Average
Business License (Local Share)	11,585	11,685	9,805	9,135	9,605	9,933	9,356	9,215	9,169	9,261	\$ 15,278,644
Transient/Peddler Bus. License	7,242	4,478	5,399	3,492	5,549	5,000	1,080	4,900	5,000	5,100	2.9%
Business Tax (State)	4,515,866	4,703,004	4,536,119	4,983,975	5,390,052	4,660,776	4,780,801	4,780,323	4,828,609	4,876,896	10-Yr Average
Income Tax (State)	2,205,687	636,288	743,846	77,208	34,723	-	-	-	-	-	\$ 14,180,586
Business Tax Record Fee - State	457,457	475,283	467,994	506,044	549,517	403,520	483,302	496,412	501,426	506,440	2.3%
Sports Gaming Revenues			41,063	83,921	115,626	120,000	-	-	-	-	20-Yr Average
Cemetery Excise Tax			1,418	1,285	3,981						\$ 10,120,558
											3.6%
Totals	\$ 14,648,230	\$ 13,497,987	\$ 14,505,232	\$ 16,245,091	\$ 17,496,680	\$ 16,341,388	\$ 15,978,582	\$ 16,431,659	\$ 16,701,939	\$ 16,982,586	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2023* & Estimates from Finance & Revenue Management Departments.



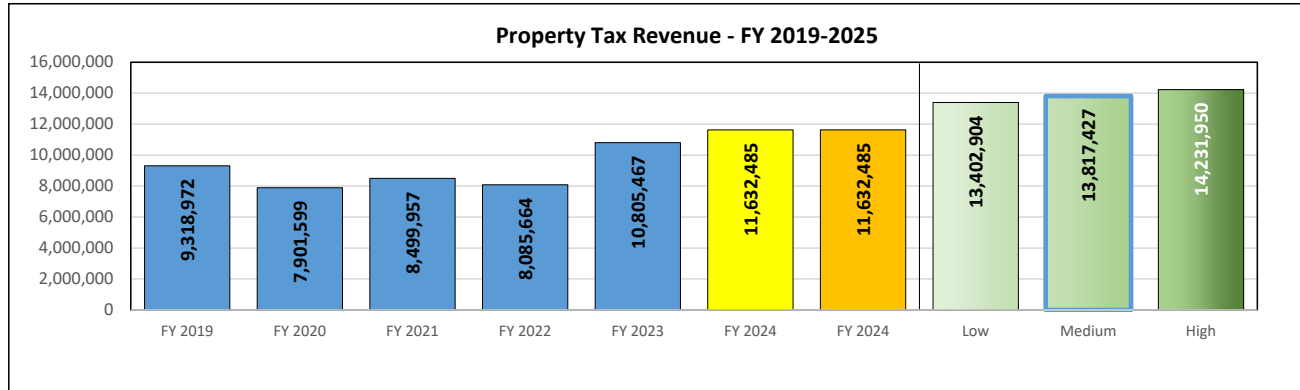
City of Franklin

Revenue Model

Fund: General Fund	Category: Property Tax	Percent of Total General Fund Revenues 13.0%
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Property Tax: Citizens of Franklin pay property tax to two entities - the City of Franklin and Williamson County. Bills are issued on October 1st and are due by February 28th without penalty / interest. Historically, about 80% of property taxes are collected in December and February. The County collects property tax for the City.

The FY 2025 Forecast assumes a healthy 18.78% growth in **net** property tax available to the general fund for two main reasons - 1) a modest (3%) growth in the levy over 2023, and 2) lower debt service payments which result in higher property tax revenues available for operations.



	Actuals					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	2.5%	-15.2%	7.6%	-4.9%	33.6%	7.7%	7.7%	15.22%	18.78%	22.35%	
Property Taxes	20,834,771	21,688,376	22,527,250	23,026,943	23,536,380	24,263,430	24,263,430	24,241,593	24,991,333	25,741,073	3-yr Average
Less: Due to IDB/City Loan for IDB**	(2,111,720)	(2,320,380)	(2,521,183)	(2,498,769)	(1,209,143)	-	-	-	-	-	\$ 9,130,363
Less: Debt Service Fund	(8,661,198)	(10,958,447)	(10,918,504)	(11,629,983)	(10,658,665)	(11,457,506)	(11,457,506)	(9,656,121)	(9,954,764)	(10,253,407)	6.1%
Less: Unavailable Revenue (uncollected at year-end)	(249,928)	(160,821)	(198,781)	(208,754)	(208,452)	(406,998)	(406,998)	(406,632)	(419,208)	(431,784)	
Less: Street Aid Set-Aside	(748,375)	(779,036)	(809,178)	(1,059,197)	(1,094,550)	(1,116,441)	(1,116,441)	(1,115,436)	(1,149,934)	(1,184,432)	5-Yr Average
Pickups (primarily RR and Public Utility)	255,422	272,251	196,102	281,998	259,908	250,000	250,000	242,500	250,000	257,500	\$ 8,922,332
Plus: Prior Year Collections		159,656	224,251	173,426	179,989	100,000	100,000	97,000	100,000	103,000	4.2%
Totals	9,318,972	7,901,599	8,499,957	8,085,664	10,805,467	11,632,485	11,632,485	13,402,904	13,817,427	14,231,950	10-Yr Average
											\$ 8,013,377
											7.0%

Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2023* & Estimates from Finance & Revenue Management Departments.

**** Note on amount due IDB/City:** As of October 2022, the IDB Loan was paid in full and the property taxes fully accrue to general fund operations. In FY 2025, all available taxes shown on this line will be available for general purposes - whether that be operating or capital.



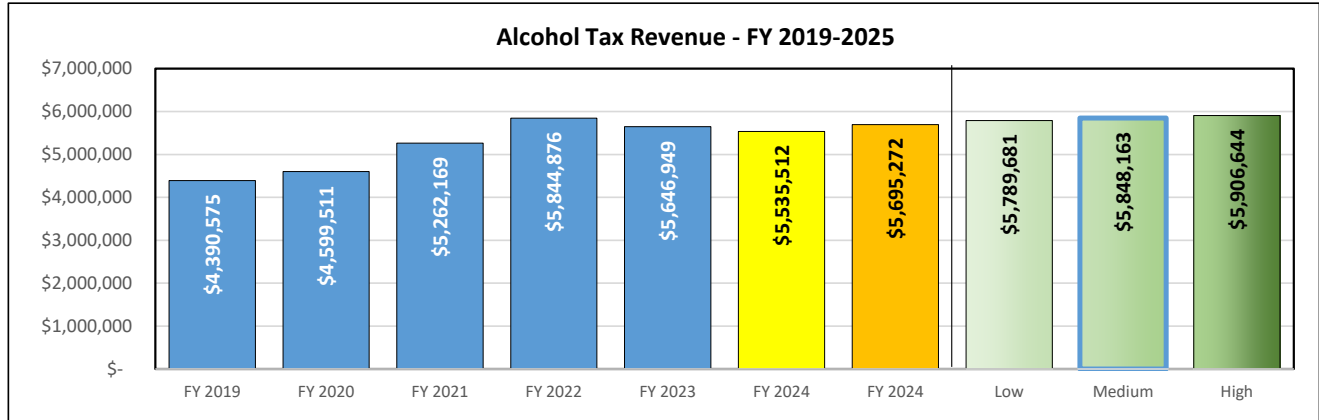
City of Franklin

Revenue Model

Fund:	General Fund	Category:	Alcohol Tax	Percent of Total General Fund Revenues	5.5%
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Alcohol Taxes (local): We receive wholesale beer/liquor revenue from distributors (these are not located locally) and privilege taxes from local businesses each month. This revenue comes in about the 20th of each month and is fairly consistent across the Fiscal Year, with a slight falloff during the winter months.

Alcohol taxes are projected to increase, on average, by 5.6% over FY 2024 budgeted estimates. Wholesale taxes are set to increase by 0.5% for beer and 5% for wine, respectively. Privilege taxes are set to decrease by 1% for both beer and liquor while Mixed Drink Taxes are set to increase 3%. All increases are based on composite averages presented from the State Finance Board (11/2023).



% yr/yr.	Actuals					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
	4.5%	4.8%	14.4%	11.1%	-3.4%	-2.0%		4.6%	5.6%	6.7%	
Beer Tax - Wholesale	1,556,121	1,905,377	1,956,504	2,046,920	1,819,226	1,784,124	1,636,142	1,627,879	1,644,322	1,660,765	3-yr Average
Beer Privilege Tax (Renewal)	107,282	21,740	21,394	27,675	26,749	27,813	27,870	26,217	26,482	26,746	\$ 5,584,665
Liquor Tax - Wholesale	1,487,062	1,761,915	1,868,262	1,953,827	1,858,357	2,047,697	2,130,459	2,214,612	2,236,982	2,259,352	0.4%
Liquor Privilege Tax	91,759	84,371	84,107	139,140	145,715	142,619	156,996	142,815	144,257	145,700	5-Yr Average
Mixed Drink Tax	1,148,352	826,109	1,331,902	1,677,314	1,796,903	1,533,259	1,743,805	1,778,158	1,796,119	1,814,080	\$ 5,148,816
											1.9%
											10-Yr Average
											\$ 4,489,535
											2.6%
											20-Yr Average
											\$ 3,546,760
											3.0%
Totals	\$ 4,390,575	\$ 4,599,511	\$ 5,262,169	\$ 5,844,876	\$ 5,646,949	\$ 5,535,512	\$ 5,695,272	\$ 5,789,681	\$ 5,848,163	\$ 5,906,644	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2023 & Estimates from Finance & Revenue Management Departments.



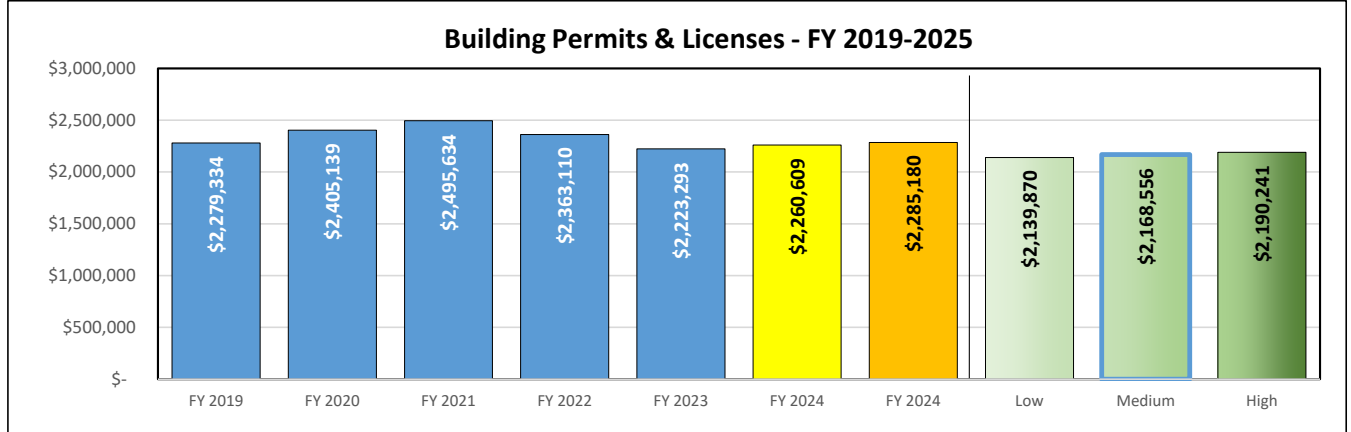
City of Franklin

Revenue Model

Fund: General Fund	Category: Building Permits & Licenses	Percent of Total General Fund Revenues 2.0%
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Building Permits & Licenses: These fees are paid to the City to offset and pay for the staffing costs borne by the City to extend services due to construction growth. There has been growth in both residential and commercial sides of development. This revenue has been difficult to predict by month because permits are often obtained and fees paid in advance of construction. The fees in this group include building permits, electrical inspections, mechanical permits, plumbing permits, plans review fees, sign permits, reinspection fees, mechanical licenses, grading permits, plumbing license, consultant fees, cafe fees, and tree cutting permits.

This forecast projects a decrease of 4.1% in licenses & permits off of FY 2024 budgeted amounts.



	Actuals					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	-26.1%	5.5%	3.8%	-5.3%	-5.9%	-4.3%		-5.3%	-4.1%	-3.1%	
Mechanical License	6,087	4,475	5,075	3,300	2,975	2,967	3,091	2,857	2,916	2,945	3-yr Average
Mechanical Permits	122,624	107,589	113,732	105,740	142,968	143,041	138,956	137,306	140,109	141,510	\$ 2,360,679
Building Permits	1,548,109	1,714,700	1,796,730	1,661,426	1,435,153	1,516,538	1,528,697	1,392,385	1,406,450	1,420,514	-1.9%
Technology Fee	63,510	61,730	65,714	61,900	57,685	61,800	66,624	55,401	56,531	57,097	5-Yr Average
Appeal Admin				1,000							\$ 2,353,302
Plumbing License	-	-	-	-	-	-	-	-	-	-	-1.1%
Plumbing Permits	87,336	76,747	74,574	80,303	90,508	78,427	77,563	86,924	88,698	89,585	10-Yr Average
Electrical Inspections	249,847	232,907	247,267	263,042	288,297	270,933	262,102	276,880	282,531	285,356	\$ 2,493,394
Planning Fees (Plans Review)	78,136	138,499	76,540	83,453	97,687	86,446	101,890	93,819	95,733	96,691	-1.1%
Reinspection Fees	17,200	17,625	17,900	12,300	9,150	12,669	11,587	8,788	8,967	9,057	20-Yr Average
Sign Permits	11,246	11,442	13,419	9,986	14,328	9,941	9,490	13,761	14,041	14,182	\$ 2,083,396
Café Fees	-	-	-	-	-	-	-	-	-	-	0.3%
Mobile Food Vendor Permit Fee		1,800	5,010	5,655	6,360	546	3,120	6,108	6,233	6,295	
Video, Film, Photo Permit Fee		100	4,400	5,050	4,250	2,186	-	4,082	4,165	4,207	
Short-Term Rental Permit Fee							1,680				
Streets As-built Drawings Review Fee											
Tree Cutting Permits	25	110	-	-	50	-	50	49	50	51	
Grading Permits	-	-	-	100	100	-	-	-	-	-	
ROW Permit/Inspect	420										
Roadway Inspections	94,794	37,414	74,671	69,555	73,782	75,115	80,031	61,511	62,132	62,753	
Small Cell ROW Application			600	300	-	-	300	-	-	-	
Totals	\$ 2,279,334	\$ 2,405,139	\$ 2,495,634	\$ 2,363,110	\$ 2,223,293	\$ 2,260,609	\$ 2,285,180	\$ 2,139,870	\$ 2,168,556	\$ 2,190,241	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2023 & Estimates from Finance & Revenue Management Departments.
Budget & Finance Committee

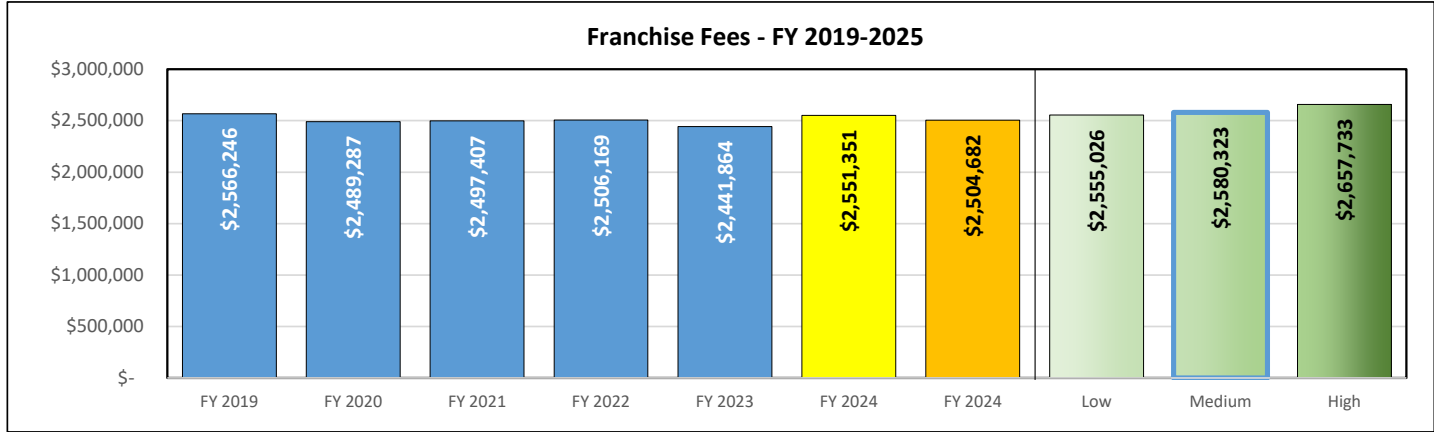


City of Franklin

Revenue Model

Fund:	General Fund	Category:	Franchise Fees	Percent of Total General Fund Revenues	2.4%
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Franchise Fees: Collected by the City from cable and gas utility providers, franchise fees are payments received by the City from utility companies for the privilege of using City right of way to provide service within the City limits. These payments are received annually from Comcast Cable, Piedmont Energy and Atmos Energy. The City receives payments from AT&T on a quarterly basis. Payments are determined through terms set in the franchise agreements.



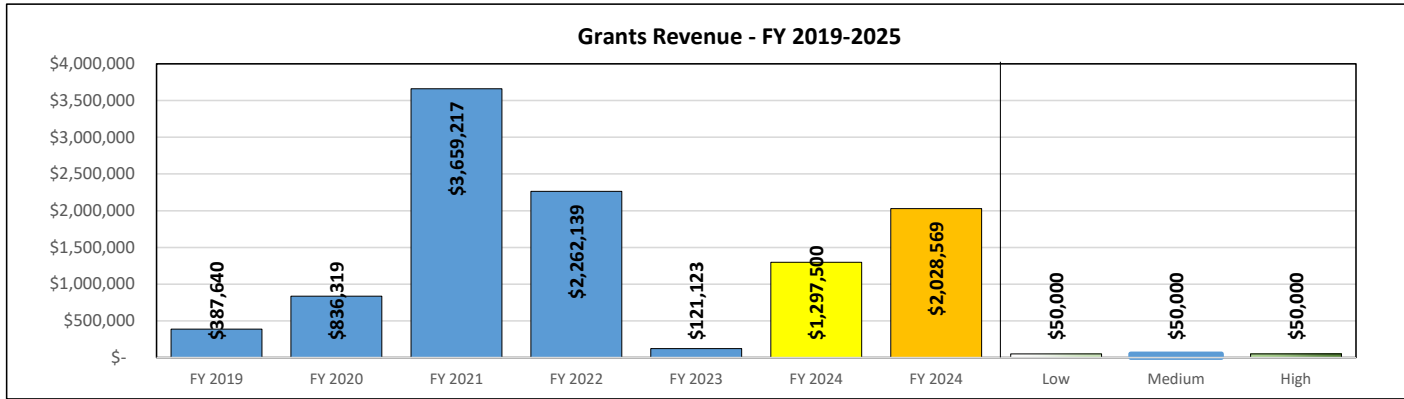
A 1% increase over budget is forecast for FY 2024.

	Actual					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	-0.8%	-3.0%	0.3%	0.4%	-3%	4%		0%	1%	4%	
ATMOS	1,323,578	1,282,993	1,367,141	1,332,994	1,317,273	1,167,349	1,125,576	1,148,200	1,159,569	1,194,356	3-yr Average
Comcast	938,466	920,276	883,330	728,941	886,667	1,047,909	1,047,909	1,068,972	1,079,556	1,111,943	\$ 2,481,813
Piedmont	52,619	48,125	48,665	158,622	108,578	129,019	129,019	131,612	132,915	136,902	-0.5%
AT&T	251,583	237,893	198,271	285,612	129,346	207,073	202,178	206,241	208,283	214,532	5-Yr Average
											\$ 2,500,195
											-0.5%
											10-Yr Average
											\$ 2,448,604
											0.0%
											20-Yr Average
											\$ 2,035,914
											1.0%
Totals	\$ 2,566,246	\$ 2,489,287	\$ 2,497,407	\$ 2,506,169	\$ 2,441,864	\$ 2,551,351	\$ 2,504,682	\$ 2,555,026	\$ 2,580,323	\$ 2,657,733	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2023 & Estimates from Finance & Revenue Management Departments.

Fund: General Fund	Category: Grants	Percent of Total General Fund Revenues 0.0%
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Grants (Federal/State): In FY 2021, standard grants consisted primarily of federal transportation grants for the Traffic Operations Center function (\$1,680,000), a nominal amount for Parks (\$100,000) and Public Safety (\$50,000). The City also received sizeable one-time grants from the State of Tennessee (\$1,815,648) and federal aid (over \$1.2 million) due to the COVID-19 pandemic. The latter grants did not renew in FY 2023. Traffic Operations (Interior) grants should be completed in FY 2024 for intersection controllers.



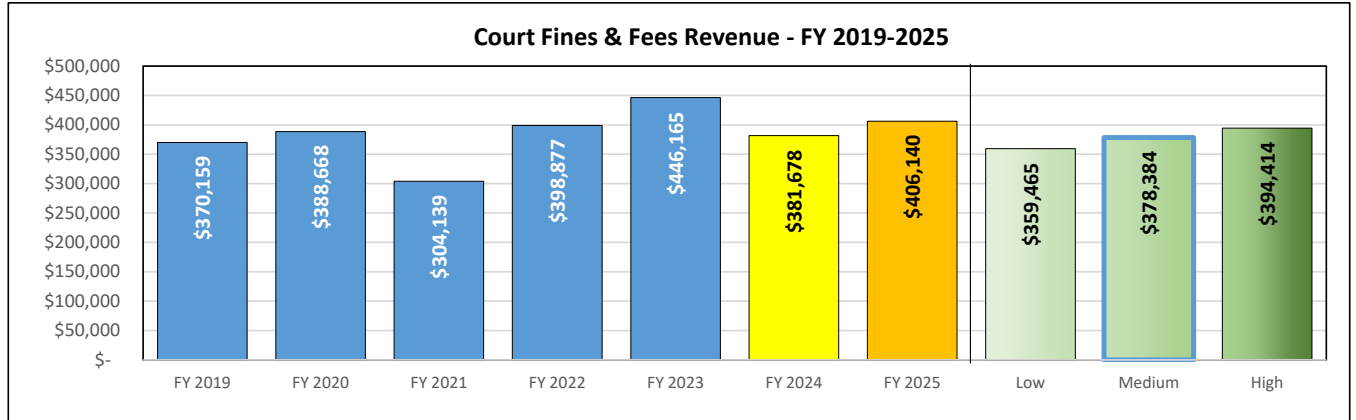
FY 2025 assumes base grants for Public

	Actual					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	-16.5%	115.7%	337.5%	-38.2%	-94.6%	971.2%	56.3%	-97.5%	-97.5%	-97.5%	
Homeland Security Grant	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	-	-	3-yr Average
Various	\$ -	\$ -	\$ -	\$ -	\$ -	1,000,000	-	-	-	-	\$ 2,252,558
Federal Grant - TOC	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	-	-	0.1%
Homeland Security Grant (42123)	\$ -	\$ -	\$ -	\$ 8,053	\$ 1,649	-	-	-	-	-	
Homeland Security Grant (42200)	\$ 52,473	\$ 13,802	\$ 9,710	\$ 61,922	\$ 42,047	50,000	-	50,000	50,000	50,000	5-Yr Average
Homeland Security Grant (43110)	\$ -	\$ -	\$ -	\$ 25,739	\$ 3,889	-	-	-	-	-	\$ 1,521,927
Homeland Security Grant (44700)	\$ -	\$ -	\$ -	\$ 44,565	\$ 8,913	-	-	-	-	-	9.7%
Dept of House & Urban Dev (Federal)	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	-	-	
Dept of Justice (Federal)	\$ -	\$ 3,518	\$ 4,308	\$ 20,642	\$ 8,768	-	13,438	-	-	-	10-Yr Average
Dept of Finance & Admin (Federal)	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	-	-	\$ 1,173,227
Dept of Interior (Federal)	\$ -	\$ 656,550	\$ -	\$ 14,700	\$ 5,400	-	1,980,050	-	-	-	9.3%
Dept of Transportation (Federal)	\$ 329,719	\$ 143,565	\$ 704,040	\$ 509,925	\$ 5,394	-	19,568	-	-	-	
Dept of Transportation (Federal)	\$ -	\$ -	\$ -	\$ -	\$ -	-	15,514	-	-	-	20-Yr Average
Dept of Treasury (Federal)	\$ -	\$ -	\$ 1,131,180	\$ -	\$ -	-	-	-	-	-	\$ 846,463
Dept of Transportation (Federal)	\$ -	\$ -	\$ -	\$ 639,321	\$ 52,938	-	-	-	-	-	8.4%
Governor's Local Gov't Support Grant	\$ -	\$ -	\$ 1,815,648	\$ 924,150	\$ -	-	-	-	-	-	
TN EMA (State)	\$ -	\$ -	\$ -	\$ 13,122	\$ (7,875)	-	-	-	-	-	
Advanced Transportation Controller	\$ -	\$ -	\$ -	\$ -	\$ -	247,500	-	-	-	-	
TN Dept of Agriculture	\$ 5,448	\$ 18,884	\$ 2,453	\$ -	\$ -	-	-	-	-	-	
In-Kind Contributions	\$ -	\$ -	\$ (8,121)	\$ -	\$ -	-	-	-	-	-	
Totals	\$ 387,640	\$ 836,319	\$ 3,659,217	\$ 2,262,139	\$ 121,123	\$ 1,297,500	\$ 2,028,569	\$ 50,000	\$ 50,000	\$ 50,000	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2023* & Estimates from Finance & Revenue Management Departments.

Court Fines & Fees: The City Court collects fees/fines for traffic violations and property maintenance violations. A major initiative was taken in 2013 to submit outstanding debts to a collection agency. The primary reason for the revenue decrease beginning in 2013 was a change in accounting to net amounts due the State against revenue, rather than show those amounts under expenditures in Revenue Management. (with that change, Revenue Management's expenditures were lower as well.)

Revenues are forecast to decrease approximately 1% compared to the FY 2024 budget.



	Actuals					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	Low	Medium	High	
% yr/yr.	-0.3%	5.0%	-21.7%	31.1%	12%	-14%		-6%	-1%	3%	
Fines/Fees - Mun Court	86,258	90,082	53,533	94,890	99,209	90,298	88,572	90,529	95,294	100,058	3-yr Average
Court-Local Litigation Tax	3,286	3,286	2,236	2,832	2,912	2,073	3,465	2,632	2,771	2,910	\$ 383,060
Court-Bad Check	96	382	160	-	-	148	-	141	148	155	5.5%
Court Collection Fee	-	-	-	-	-	-	-	-	-	-	5-Yr Average
Delinquent Court Fees & Fines	9,472	9,797	6,556	9,813	9,739	9,567	10,047	8,298	8,735	9,171	\$ 381,601
Court-Driving School	41,959	57,033	33,631	49,393	49,689	48,456	50,871	42,338	44,567	46,795	3.4%
Court-Admin Fee	1,372	1,404	720	1,586	1,908	1,499	2,066	1,489	1,568	1,646	10-Yr Average
Fines - Gen Sessions	60,237	61,586	59,763	80,425	89,169	71,187	71,310	62,290	65,569	68,847	\$ 451,690
Officer Costs - General Sessions/Circuit Court	112,322	99,008	95,693	104,055	103,810	100,226	96,223	89,603	94,319	96,146	-0.1%
Parking Fines - Mun Court	7,848	16,859	8,361	16,710	38,680	15,856	37,488	24,061	25,328	26,594	20-Yr Average
Fines - Traffic Offenses	45,809	47,581	27,427	36,741	49,452	40,992	44,633	36,932	38,876	40,820	\$ 644,561
Failure To Appear - Fine	1,500	1,650	980	1,550	1,360	1,376	1,464	1,151	1,211	1,272	-1.5%
Confiscated Goods (State)	-	-	15,079	882	238	-	-	-	-	-	
Totals	\$ 370,159	\$ 388,668	\$ 304,139	\$ 398,877	\$ 446,165	\$ 381,678	\$ 406,140	\$ 359,465	\$ 378,384	\$ 394,414	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2023 & Estimates from Finance & Revenue Management Departments.



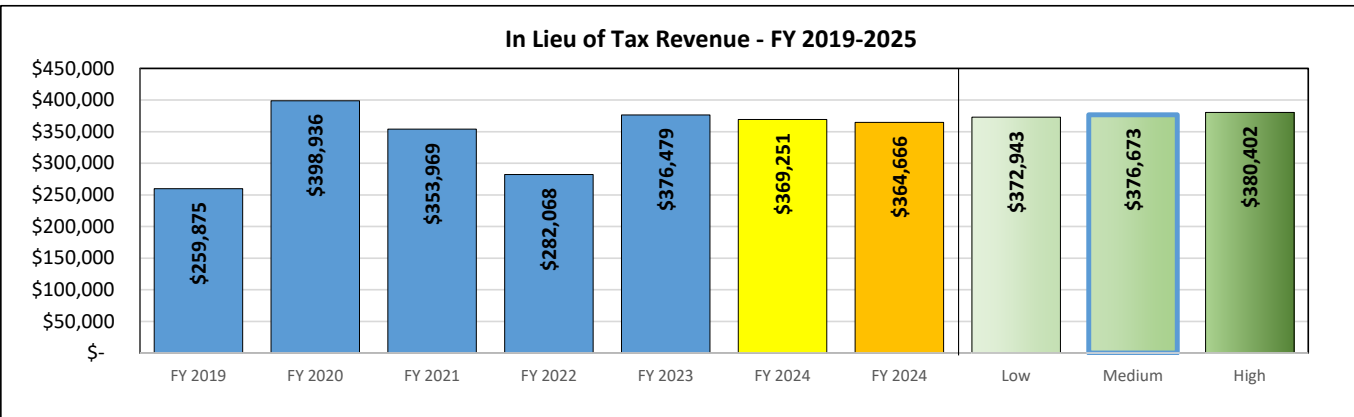
City of Franklin

Revenue Model

Fund:	General Fund	Category:	In Lieu of Tax	Percent of Total General Fund Revenues	0.4%
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In Lieu Of Tax: Payments In Lieu Of Tax are made primarily by various local entities - such as the Franklin Housing Authority and Nissan that have leases through a local government Industrial Board. The local payments are made annually. Three payments have ended - Verizon (FY 2014), Healthways (FY 2016) and Jackson National Life (FY 2017). Two new PILOT's - another for the Franklin Housing Authority and one for Ramsey Solutions - have been added.

The base amount of In Lieu of Tax Revenue is projected to increase a nominal 3% over FY 2024 budgeted estimates.



	Actual					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	-0.3%	53.5%	-11.3%	-20.3%	33%	-2%	-1%	2%	3%	4%	
Franklin Housing Authority	24,963	20,394	17,958	11,769		22,141	17,556	22,363	22,586	22,810	\$ 337,505
Nissan (TIF District)	234,912	172,388	197,962	211,602	198,060	204,311	204,311	206,354	208,417	210,481	3.8%
Community Health Systems (CHS)		(1,000)						-	-	-	5-Yr Average
FHA - Reddick Street		171,651	83,087	8,404	84,129	85,605	85,605	86,461	87,325	88,190	\$ 334,265
Ramsey Solutions		35,503	54,962	50,293	94,290	57,194	57,194	57,766	58,344	58,922	2.5%
Totals	\$ 259,875	\$ 398,936	\$ 353,969	\$ 282,068	\$ 376,479	\$ 369,251	\$ 364,666	\$ 372,943	\$ 376,673	\$ 380,402	\$ 320,862
											1.7%
											20-Yr Average
											\$ 287,311
											1.6%

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2023 & Estimates from Finance & Revenue Management Departments.

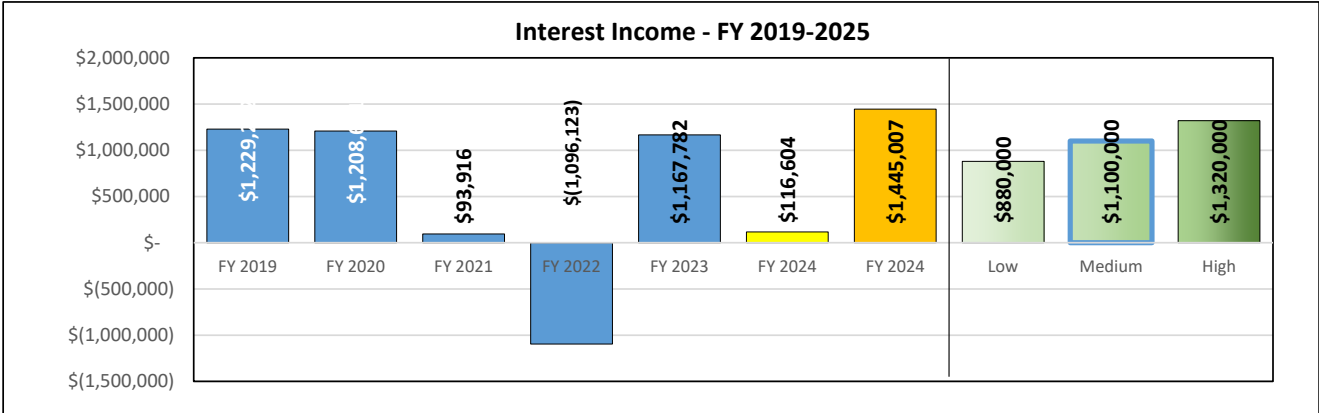


City of Franklin

Revenue Model

Fund:	General Fund	Category:	Interest Income	Percent of Total General Fund Revenues	1.0%
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Interest Income: This revenue source is bank interest and investment earnings on temporarily idle funds. This revenue category was adversely affected significantly over the 2010s due to the low interest rate environment. That changed in FY 2019, when the City was able to end long-term low-interest bearing arrangements and replace them with more mark-to-market investment mechanisms. Optimism gave way to pandemic realities, however and the Federal Funds Rate declined from the 2%+ levels which the City took advantage of in FY 2019 to effectively 0%. As interest rates were increased at a record pace in 2022-2023, however, the City has once again been able to lock in higher rates and expects healthier returns for FY 2024 and 2025.



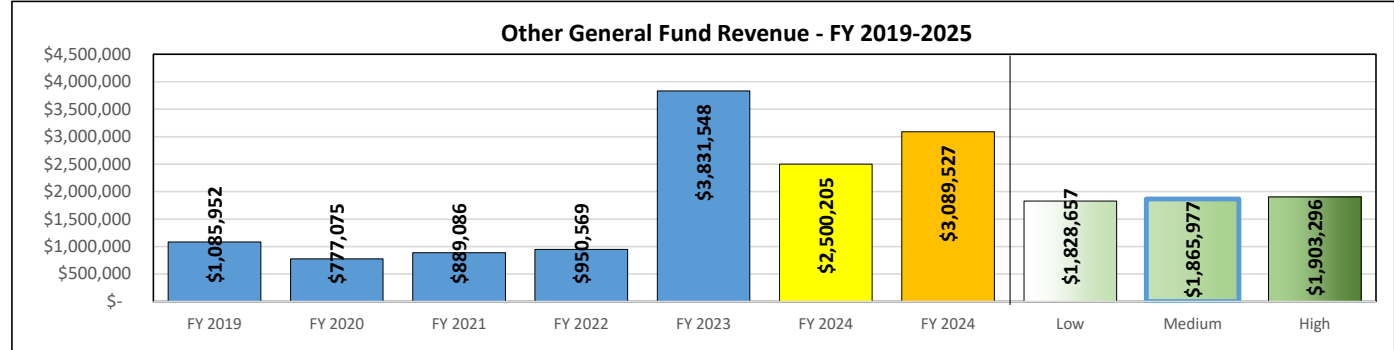
	Actual					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr./yr.	517.9%	-1.7%	-92.2%	-1267.1%	207%	90%	-24%	-39%	-24%	-9%	
July	57,040	51,469	13,748	4,326	2,819	6,324	28,078	73,333	91,667	110,000	3-yr Average
August	85,372	222,070	13,329	2,049	5,993	(3,409)	29,909	73,333	91,667	110,000	\$ 55,192
September	19,188	29,714	2,873	3,066	12,529	(747)	29,928	73,333	91,667	110,000	672.0%
October	59,942	85,246	4,214	2,590	1,002	3,243	87,475	73,333	91,667	110,000	5-Yr Average
November	65,066	19,408	13,589	10,964	5,559	14,027	35,067	73,333	91,667	110,000	\$ 520,704
December	126,133	44,948	7,866	9,519	3,544	17,640	44,101	73,333	91,667	110,000	24.9%
January	67,431	90,127	6,903	6,913	5,100	19,239	48,098	73,333	91,667	110,000	10-Yr Average
February	82,012	196,704	(6,559)	5,751	26,971	12,826	32,065	73,333	91,667	110,000	\$ 343,637
March	157,863	347,021	11,574	8,768	59,064	12,826	32,065	73,333	91,667	110,000	24.0%
April	108,721	43,598	9,751	10,490	54,702	12,826	32,065	73,333	91,667	110,000	20-Yr Average
May	235,172	52,531	11,012	15,586	69,548	12,826	32,065	73,333	91,667	110,000	\$ 523,024
June	165,322	25,846	5,616	7,328	38,690	8,983	22,458	73,333	91,667	110,000	6.2%
LGIP Interest				17,378	76,002	-	25,044				
Lease Interest Revenue				4,787	11,357	-	2,807				
Investment Interest				(1,205,638)	794,903	0	963,781				
Totals	\$ 1,229,262	\$ 1,208,681	\$ 93,916	\$ (1,096,123)	\$ 1,167,782	\$ 116,604	\$ 1,445,007	\$ 880,000	\$ 1,100,000	\$ 1,320,000	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2023* & Estimates from Finance & Revenue Management Departments.

Fund: General Fund	Category: Other	Percent of Total General Fund Revenues 1.8%
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Other: This catch-all revenue category comprises all other individual categories of General Fund Revenue. Traditionally the largest components are one-time receipts, such as contributions from developers. Other Revenue can fluctuate greatly from year to year.

The increase in Other Revenue is attributable to a change in billing and collection practices for Police Extra Duty pay. An offsetting expense will be shown elsewhere in the budget.

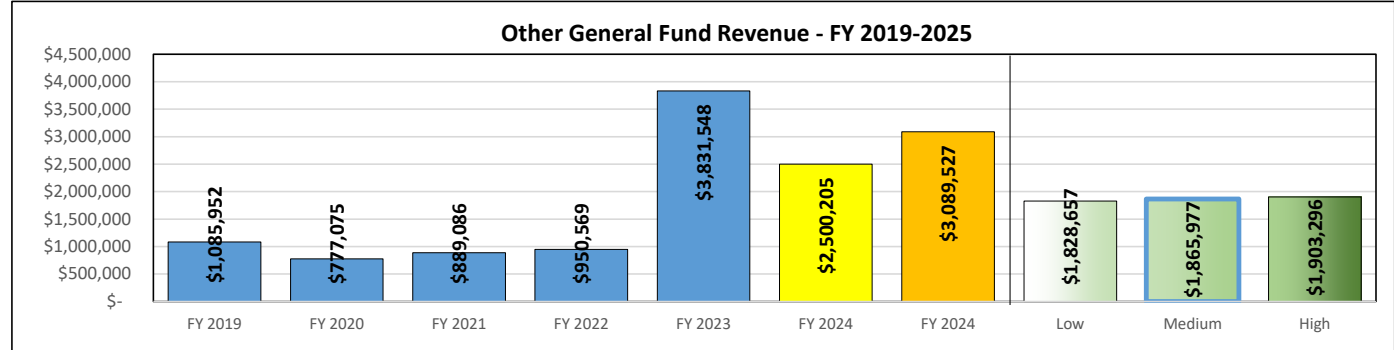


	Actual					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	50.3%	-28.4%	14.4%	6.9%	303%	-35%	24%	-41%	-40%	-38%	3-yr Average
City Tax Relief	-	(12,893)	(11,769)	(12,290)	(13,645)	-	-	-	-	-	\$ 1,890,401
Prop Taxes - P&I	43,857	58,580	54,878	45,040	44,811	42,000	36,418	43,922	44,818	45,714	34.2%
Planning Fees (Rezoning)	-	5,910	10,000	8,000	8,800	8,000	4,864	8,014	8,178	8,341	5-Yr Average
Planning Fees (Site Plans)	16,500	106,766	47,291	67,513	112,054	65,000	72,860	81,738	83,406	85,074	\$ 1,506,846
Planning Fees (Plat Submittal)	180,691	41,972	46,875	44,552	52,650	44,552	57,715	46,222	47,166	48,109	30.9%
Planning Fees (Misc Planning)	-	35,966	-	-	220	-	-	-	-	-	10-Yr Average
Annexation Fees	-	-	8,200	2,950	2,800	2,950	-	4,557	4,650	4,743	\$ 1,334,911
Plan Amendment Fees	-	-	3,000	-	1,800	-	1,000	1,568	1,600	1,632	18.7%
Development Plan Fee	-	-	88,204	36,513	25,455	36,513	10,292	49,056	50,057	51,059	20-Yr Average
Board of Zoning Appeals	-	-	5,250	7,450	6,450	7,450	3,150	6,256	6,383	6,511	\$ 1,844,163
Joint Conceptual Workshop	-	-	2,200	1,600	1,600	1,600	900	1,764	1,800	1,836	-10.0%
Beer Permits (New Applic Fee)	14,750	12,660	11,050	9,750	10,750	12,095	12,713	9,823	10,023	10,224	
Yard Sale Permits	6,125	3,750	5,030	4,620	4,210	4,839	4,463	3,954	4,035	4,116	
Alarm Permits	23,380	26,140	26,385	26,760	26,895	26,121	21,757	25,521	26,042	26,562	
Miscellaneous Permits	27,045	18,280	20,950	30,250	20,450	24,109	15,643	19,488	19,886	20,283	
City Sponsored Training	390	-	-	-	-	-	-	-	-	-	
Regional Fire Training	1,500	3,810	695	3,455	750	1,591	-	-	-	-	
Maps Sold	4,020	3,560	1,620	7,422	1,870	3,520	165	3,430	3,500	3,570	
Plans Sold	1,850	3,700	4,700	150	3,700	2,483	525	2,450	2,500	2,550	
Records Sold	8	915	1,766	2,295	4,350	1,331	2,039	2,744	2,800	2,856	
Special Event Services Fee	2,000	2,696	2,500	3,400	2,500	2,349	2,100	2,567	2,619	2,671	
Accident Reports	3	755	581	1,427	5,509	711	1,195	1,622	1,655	1,688	
Sex Offender Registry	2,850	2,100	2,100	1,950	2,250	1,833	900	1,985	2,025	2,066	
License Seizure Fees	470	905	595	810	1,090	597	645	759	774	789	

Fund:	General Fund	Category:	Other	Percent of Total General Fund Revenues	1.8%
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Other: This catch-all revenue category comprises all other individual categories of General Fund Revenue. Traditionally the largest components are one-time receipts, such as contributions from developers. Other Revenue can fluctuate greatly from year to year.

The increase in Other Revenue is attributable to a change in billing and collection practices for Police Extra Duty pay. An offsetting expense will be shown elsewhere in the budget.



	Actual					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
Police Extra Duty	43,618	35,535	45,402	190,056	849,265	754,232	908,067	934,401	953,470	972,540	
Compost Voucher (Non-Refundable)	17,555	18,800	21,280	21,640	33,740	21,300	14,040	24,366	24,863	25,361	
Beer Board Violations	3,000	-	4,000	-	250	1,030	375	1,009	1,030	1,051	
Bldg & Street Stds Appeals Fees	3,276	-	-	-	250	1,030	375	1,009	1,030	1,051	
Transient Vendor Recording Fees	-	-	-	-	-	4,929	-	-	-	-	
Tree Bank Fees	19,904	-	-	-	-	11,603	-	-	-	-	
Rebates on Purchases	115,951	91,858	82,168	96,531	128,634	85,860	77,799	100,968	103,028	105,089	
Rent - Mall & Other	12,001	9,001	18,001	20,615	14,901	12,361	9,002	13,145	13,413	13,682	
Park Concessions	200,475	84,806	72,108	146,186	153,103	120,211	163,270	145,700	148,674	151,647	
Harlinsdale Rentals	1,938	(2,441)	13,719	-	200	1,098	-	1,076	1,098	1,120	
Sale of Surplus Assets	296,337	128,067	21,392	95,926	192,229	141,921	178,764	172,625	176,148	179,671	
Electrical Charging Stations	-	456	402	2,183	2,277	1,000	1,297	980	1,000	1,020	
Insurance Reimbursements	-	-	-	21,829	1,525,131	-	-	-	-	-	
Miscellaneous Other Revenue	25,458	77,423	90,014	51,986	148,338	33,986	107,533	96,339	98,305	100,271	
Christmas Tree Lighting	-	18,000	15,000	10,000	39,150	20,000	26,000	19,600	20,000	20,400	
Capital Application from Fund Balance	-	-	-	-	-	1,000,000	-	-	-	-	
Lease Proceeds	-	-	-	-	85,618	-	-	-	-	-	
Settlement Proceeds	-	-	-	-	62	-	1,350,000	-	-	-	
Opioid Settlement	-	-	-	-	21,091	-	3,661	-	-	-	
Called Performance Bonds	-	-	-	-	309,991	-	-	-	-	-	
Totals	\$ 1,085,952	\$ 777,075	\$ 889,086	\$ 950,569	\$ 3,831,548	\$ 2,500,205	\$ 3,089,527	\$ 1,828,657	\$ 1,865,977	\$ 1,903,296	

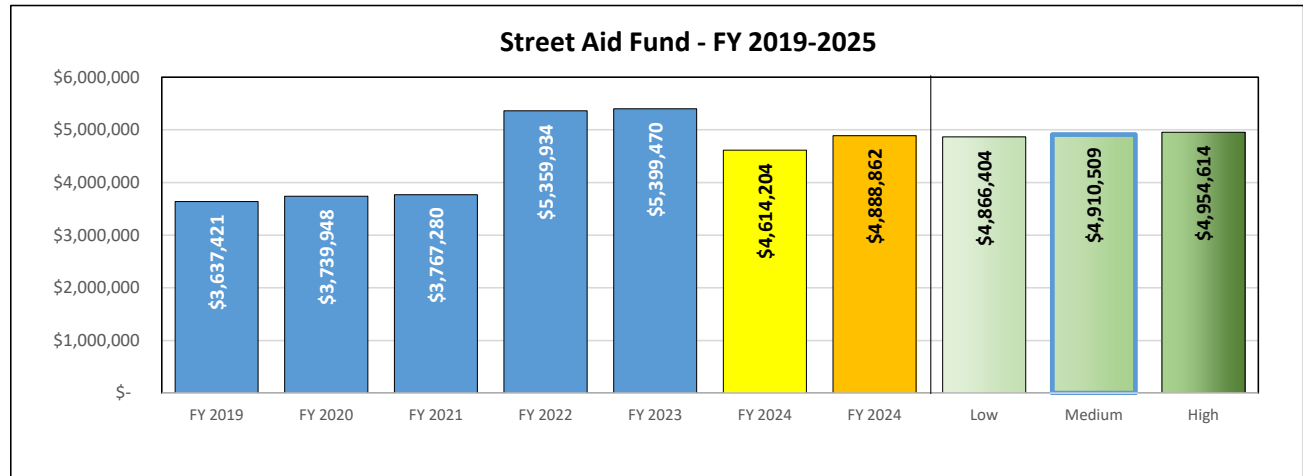
Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2023* & Estimates from Finance & Revenue Management Departments.



City of Franklin
Revenue Model

Fund:	Street Aid	Percent of All Revenues	2.4%
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Street Aid: A special revenue fund used to account for the receipt and usage of the City’s share of State gasoline taxes. State law requires these gasoline taxes to be used to maintain streets. Counties and municipalities share in the proceeds of petroleum taxes. In general, counties receive about 30 percent of the proceeds and municipalities about 15 percent. The state retains roughly 55 percent of the proceeds. Fifty percent of the counties’ shares are divided equally among the 95 counties, 25 percent on the basis of area and 25 percent on the basis of population; Municipalities’ shares are divided based on the population each municipality bears to the aggregate population of all municipalities, according to the federal census or a special census as prescribed by T.C.A. § 54-4-203. T.C.A. § 67-3-901(b), (c), (f)(2) and (i); T.C.A. § 67-3-905; T.C.A. § 67-3-1108; T.C.A. § 54-4-103; and T.C.A. § 54-4-204; Op. Tenn. Atty.



The money each individual municipality receives under the Petroleum and Alternative Fuels Tax Law is paid into the municipality’s state street aid fund and is required to be administered and spent under the law that governs that fund. T.C.A. § 54-4-103, T.C.A. § 54-4-204.

Overall, the City is forecasting a 1% increase over *estimated* FY 2024 at this time.

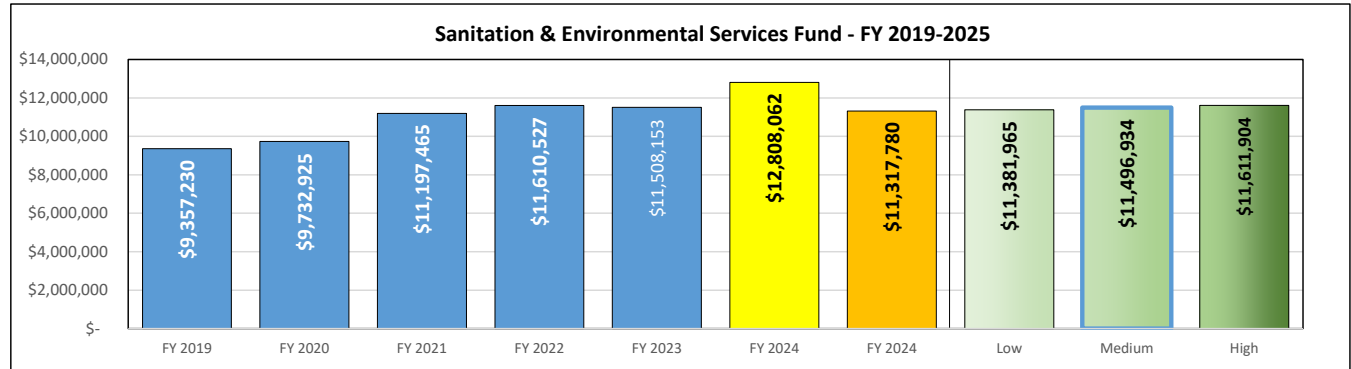
	Actuals					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	11.9%	2.8%	0.7%	42.3%	0.7%	-14.5%	6.0%	-0.46%	0.44%	1.34%	
PROPERTY TAXES COLLECTED	748,375	779,036	809,178	1,059,197	1,094,550	1,116,441	1,116,441	1,138,435	1,149,934	1,161,434	3-yr Average
GASOLINE TAX (STATE)	2,630,997	2,660,745	2,706,895	3,035,485	3,052,033	2,995,263	3,077,302	3,076,994	3,108,075	3,139,156	\$ 4,842,228
INTEREST INCOME	8,049	50,168	1,207	15,252	135,806	2,500	45,902	2,475	2,500	2,525	3.8%
TRANSFER FROM GENERAL FUND	250,000	250,000	250,000	1,250,000	1,083,921	500,000	500,000	500,000	500,000	500,000	5-Yr Average
Sports Wagering Privilege Tax (Rd & Bld)					33,160	-	149,218	148,500	150,000	151,500	\$ 4,380,810
											4.7%
											10-Yr Average
											\$ 3,662,836
											9.5%
Totals	\$ 3,637,421	\$ 3,739,948	\$ 3,767,280	\$ 5,359,934	\$ 5,399,470	\$ 4,614,204	\$ 4,888,862	\$ 4,866,404	\$ 4,910,509	\$ 4,954,614	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2023 & Estimates from Finance & Revenue Management Departments.



Sanitation & Environmental Services Fund: This Special Revenue fund accounts for the fees collected in the collection and disposal of residential and commercial garbage. The primary component within the fund are those fees charged for disposal of refuse. In recent years, the City has worked to reduce the subsidy from the General Fund for sanitation and recycling operations.

The forecast increase of 2% at this time is reflective of actual collections from residential customers in FY 2023 and growth in the system. A cost of service study is underway and a fee increase will likely be brought forward for consideration in Spring 2024.



% yr/yr.	Actuals					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
	5.6%	4.0%	15.0%	3.7%	-0.9%	11.3%	-11.6%	1%	2%	3%	
FEMA/TEMA GRANTS (FED/STATE)	-	-	-	64,092	-	-	-	-	-	-	3-yr Average
SOLID WASTE GRANT (STATE)	-	-	14,327	-	-	-	-	-	-	-	\$ 11,438,715
SPECIAL EVENT SERVICES FEE	2,230	-	606	-	2,352	5,770	2,633	2,375	2,399	2,423	0.2%
COLLECTION REVENUES	6,024,431	5,398,050	5,534,270	6,066,329	6,568,117	6,898,737	6,932,591	6,897,671	6,967,344	7,037,017	5-Yr Average
ADDL RESIDENTIAL ROLLOUT CONTAINERS	11,410	12,305	5,595	4,290	3,850	4,376	5,016	3,888	3,927	3,966	\$ 10,681,260
ADDL RESIDENTIAL ROLLOUT CONTAINERS					635	-	-	641	648	654	1.5%
BLUE BIN SETUP FEE		208,150	393,658	76,535	30,808	78,066	12,048	12,166	12,289	12,412	10-Yr Average
TIPPING FEES	3,017,568	3,691,891	4,149,853	4,335,568	4,079,676	4,606,673	3,378,805	3,921,746	3,961,360	4,000,974	\$ 9,560,056
CARDBOARD RECYCLING	14,641	121	-	-	-	-	-	-	-	-	2.0%
RECYCLING-BATTERIES	2,870	3,974	-	1,097	2,598	1,119	2,341	2,624	2,650	2,677	20-Yr Average
RECYCLING-ELECTRONICS	17,454	101	3,643	1,980	2,860	2,020	2,290	2,888	2,917	2,946	\$ 7,728,781
RECYCLING-METAL	4,291	2,668	178	31	347	32	-	351	354	358	4.9%
RECYCLING-WASTE OIL	213	-	-	-	-	-	-	-	-	-	25-Yr Average
BUCK A BAG PROGRAM	2,678	1,994	1,998	2,046	1,760	2,087	1,740	1,777	1,795	1,813	\$ 6,318,595
RESIDENTIAL DUMPSTER	330										8.2%
RESIDENTIAL BRUSH	17,110	11,750	2,625	3,250	2,500	3,315	7,800	2,525	2,550	2,576	
RESIDENTIAL BULKY GOODS	2,888	-	-	-	-	-	36	-	-	-	
NON-RESIDENTIAL BRUSH	750	95	125	289	-	295	-	-	-	-	
INTEREST INCOME	15,916	10,608	751	7,849	34,555	8,006	32,460	34,894	35,246	35,599	
SALE OF WASTE CONTAINERS	49,728	50,298	13,350	25,068	24,675	25,569	27,360	24,917	25,169	25,420	
SALE OF SURPLUS ASSETS	-	243,145	84,151	342,700	34,512	255,000	42,624	252,450	255,000	257,550	
TRANSFER FROM GENERAL FUND	-	-	900,000	515,680	500,000	750,000	750,000	-	-	-	
MISCELLANEOUS OTHER REVENUE	-	-	44,473	-	-	-	-	-	-	-	
LATE PAY FEES	172,723	97,776	47,863	163,723	218,908	166,997	120,035	221,054	223,287	225,519	
Totals	\$ 9,357,230	\$ 9,732,925	\$ 11,197,465	\$ 11,610,527	\$ 11,508,153	\$ 12,808,062	\$ 11,317,780	\$ 11,381,965	\$ 11,496,934	\$ 11,611,904	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2023 & Estimates from Finance & Revenue Management Departments.



City of Franklin

Revenue Model

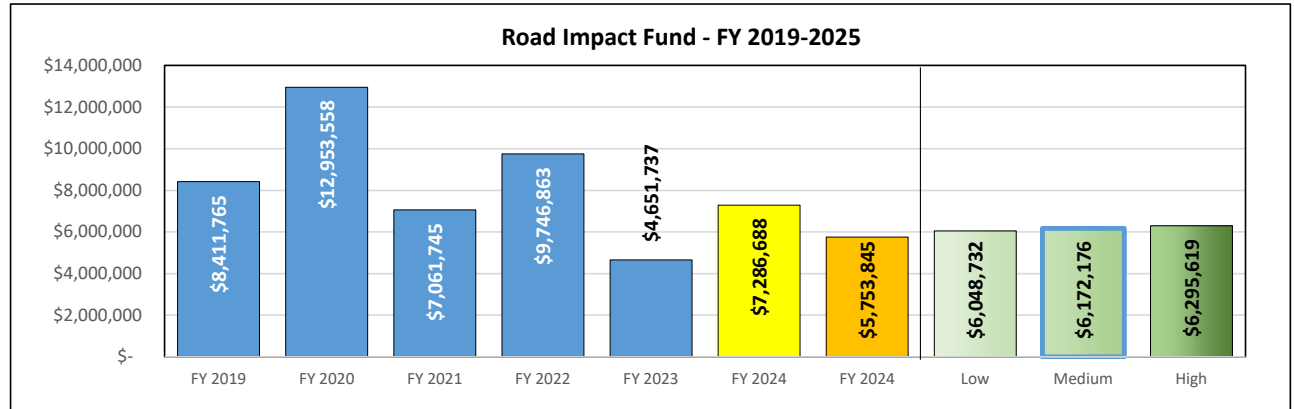
Fund: Road Impact

Percent of All Revenues

3.0%

Road Impact Fund: The Road Impact Fund is a special revenue fund created for the accounting of expenditures in accord with City Ordinance 88-13 on the proceeds of road impact fees from new development. These funds can be used to pay for new arterial roads, directly or through payment of debt service on bonds associated with the projects. After completing an update of the major thoroughfare plan, the City re-examined the structure of road impact fees which was approved in April 2011 and revised in 2017.

The forecast for FY 2025 is an estimate based upon historic averages **and** year-to-date activity. It is **heavily dependent** upon the timing of new development. Should development permits be pulled sooner than anticipated (or delayed), amounts may be higher (or lower) than forecast.



	Actual					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	-28.1%	54.0%	-45.5%	38.0%	-52.3%	56.6%	-21.0%	5%	7%	9%	
Road Impact Fees											3-yr Average
Arterials	4,800,171	7,359,093	4,061,173	6,371,224	2,530,625	5,051,405	3,281,238	3,692,976	3,768,343	3,843,710	\$ 7,153,448
Collector Area 1	1,057,313	1,200,036	8,484	1,957,665	173,287	514,115	1,191,197	646,327	659,518	672,708	-11.7%
Collector Area 2	1,286,317	3,118,014	1,326,079	1,374,601	1,199,356	1,144,656	615,530	1,220,742	1,245,655	1,270,568	5-Yr Average
Collector Area 3	400,237	472,760	573,304	891,008	320,779	372,323	314,691	390,739	398,713	406,687	\$ 8,565,134
Collector Area 4	115,817	101,249	57,615	46,608	11,690	154,191	30,000	48,948	49,947	50,946	-9.1%
Interest Income	500,492	702,406	86,592	(894,243)	416,000	50,000	321,189	49,000	50,000	51,000	10-Yr Average
Transfer from General Fund	251,418	-	-	-	-	-	-	-	-	-	\$ 7,678,694
Miscellaneous Income	-	-	948,498	-	-	-	-	-	-	-	-7.9%
Totals	\$ 8,411,765	\$ 12,953,558	\$ 7,061,745	\$ 9,746,863	\$ 4,651,737	\$ 7,286,688	\$ 5,753,845	\$ 6,048,732	\$ 6,172,176	\$ 6,295,619	

Source: City of Franklin, Annual Comprehensive Financial Reports - 2001-2023 & Estimates from Finance & Revenue Management Departments.



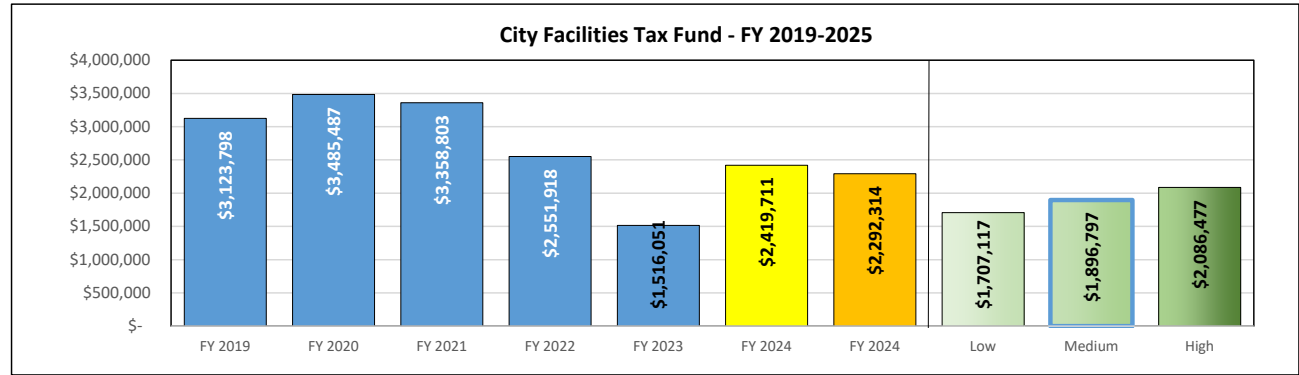
City of Franklin

Revenue Model

Fund:	City Facilities Tax Fund	Percent of All Revenues	0.9%
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City Facilities Tax: A special revenue fund used to account for the proceeds authorized by a private act of the Tennessee General Assembly of 1987 for the City to levy and collect a privilege tax on new development to provide that new development contribute its fair share of providing new public facilities made necessary by growth. Such taxes may be expended only on police, fire, sanitation, and parks and recreation.

The forecast for FY 2025 is an estimate based upon the historic average of the last five-years and year-to-date activity. It is heavily dependent upon the timing of new development. Should development permits be pulled sooner than anticipated (or delayed), amounts may be higher (or lower) than forecast.



	Actual					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	-36.1%	11.6%	-3.6%	-24.0%	-41%	60%	-5%	-26%	-17%	-9%	
July	140,513	166,390	137,965	267,491	76,800	137,234	75,415	106,536	118,374	130,211	3-yr Average
August	337,384	165,263	567,347	608,156	93,870	349,133	93,649	239,223	265,803	292,383	\$ 2,475,591
September	367,428	131,262	106,988	78,518	332,217	197,921	87,535	137,216	152,462	167,708	-12.9%
October	152,305	685,211	192,828	116,774	88,127	237,659	284,510	166,758	185,287	203,815	5-Yr Average
November	163,543	514,554	226,319	348,525	37,787	265,433	454,540	174,248	193,609	212,970	\$ 2,807,212
December	269,292	151,610	392,660	315,251	98,377	217,572	206,694	165,671	184,079	202,486	-9.2%
January	172,649	97,669	284,889	110,770	72,064	133,204	126,544	99,636	110,706	121,777	10-Yr Average
February	110,709	169,431	98,466	134,799	127,036	147,607	140,227	86,460	96,066	105,673	\$ 3,399,573
March	108,211	232,369	153,528	134,437	74,588	125,961	119,663	94,923	105,470	116,017	-5.5%
April	201,792	260,000	192,471	163,610	80,552	165,108	156,853	121,287	134,764	148,240	20-Yr Average
May	418,449	104,027	168,569	106,107	102,354	144,150	136,942	121,433	134,926	148,418	\$ 2,697,552
June	168,036	373,324	160,365	281,776	118,178	248,729	236,292	148,727	165,252	181,777	-4.4%
Interest Income	513,487	434,377	36,408	(340,740)	214,101	50,000	173,450	45,000	50,000	55,000	
Contributions from Others			640,000	226,444	-	-	-				
Totals	\$ 3,123,798	\$ 3,485,487	\$ 3,358,803	\$ 2,551,918	\$ 1,516,051	\$ 2,419,711	\$ 2,292,314	\$ 1,707,117	\$ 1,896,797	\$ 2,086,477	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2023 & Estimates from Finance & Revenue Management Departments.

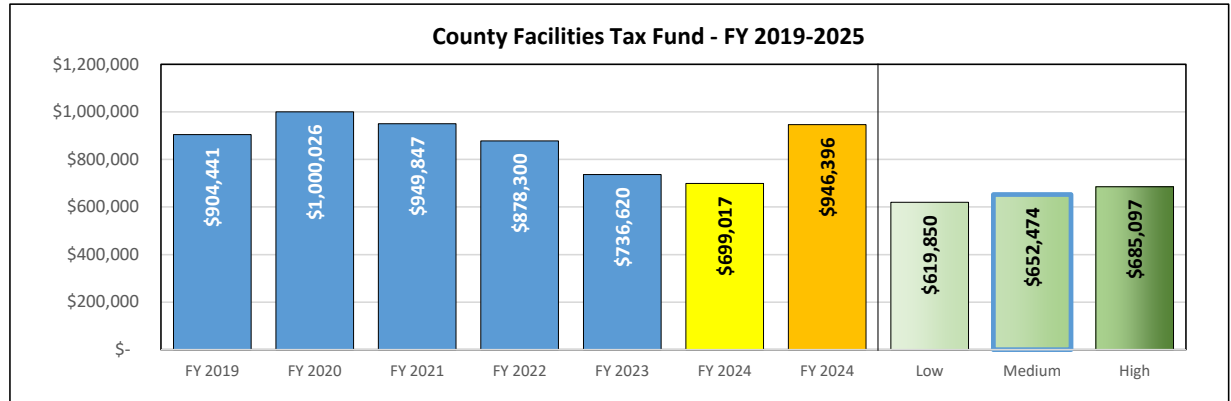


City of Franklin
Revenue Model

Fund:	County Facilities Tax Fund	Percent of All Revenues	0.3%
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County Facilities Tax: The County Facilities Tax Fund is a brand new special revenue fund used to account for the City's share of the County's Adequate School Facilities Tax. 30% of the proceeds are distributed to incorporated cities within the county, and another 30% is divided pro rata among the incorporated cities based on population in the last decennial census. The City began collecting a share of the County Facilities Tax in FY 2012. Prior to now, monies collected had been deposited within the Capital Projects Fund. Funds are to be used for the purpose of providing public facilities.

The forecast for FY 2025 is an estimate based upon the historic average of the last five-years **and** year-to-date activity. It is **heavily dependent** upon the timing of new development. Should development permits be pulled sooner than anticipated (or delayed), amounts may be higher (or lower) than forecast.



	Actual					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	-44.0%	10.6%	-5.0%	-7.5%	-16%	-5%	35%	-35%	-31%	-28%	
Tax Collections	759,874	889,427	935,555	1,003,415	661,526	684,017	871,306	605,600	637,474	669,347	3-yr Average \$ 854,922
Transfer from Capital Fund	-	-	-	-	-	-	-	-	-	-	-4.6%
Interest Income	144,567	110,599	14,292	(125,115)	75,094	15,000	75,091	14,250	15,000	15,750	5-yr Average \$ 893,847
											-5.9%
Totals	\$ 904,441	\$ 1,000,026	\$ 949,847	\$ 878,300	\$ 736,620	\$ 699,017	\$ 946,396	\$ 619,850	\$ 652,474	\$ 685,097	

Source: City of Franklin, Annual Comprehensive Financial Report - 2017-2023 & Estimates from Finance & Revenue Management Departments.



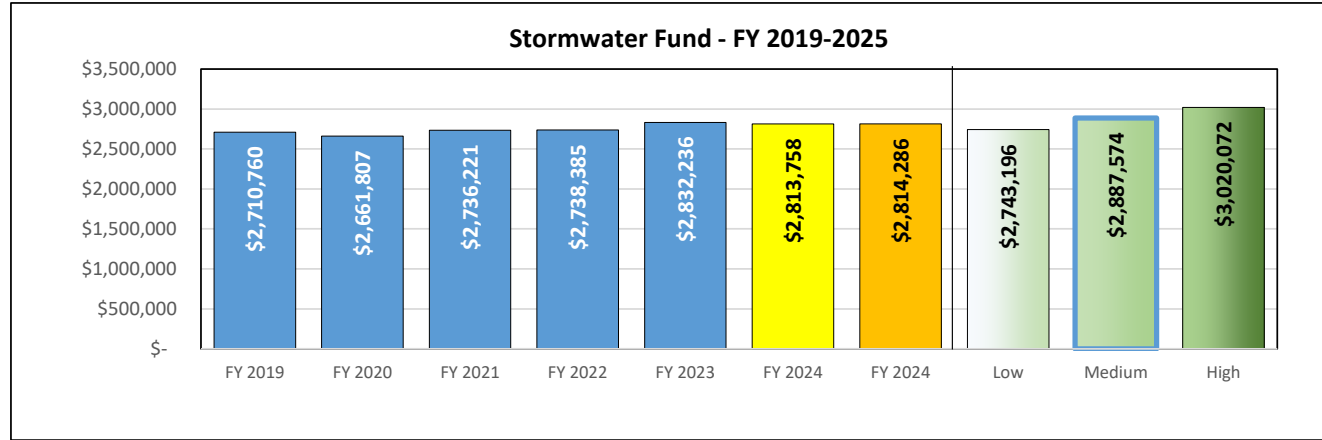
City of Franklin

Revenue Model

Fund:	Stormwater Fund	Percent of All Revenues	1.4%
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Stormwater Fund: A special revenue fund used to account for the City’s Stormwater drainage operations. Revenues are primarily from charges to residential and commercial customers based on paved areas.

The fee was raised by 5% in FY 2022. This was the first increase in the fee since the inception of the fund in FY 2004, 19 years ago. No fee increase is planned in FY 2025.



	Actual					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	5.9%	-1.8%	2.8%	0.1%	3%	-1%	0%	-3%	3%	7%	
PLANS REVIEW FEE	25,900	22,300	33,200	17,400	19,800	36,250	27,360	22,534	23,720	24,906	3-yr Average
DRAINAGE INSPECTIONS	103,484	75,887	105,495	72,846	96,369	60,000	141,553	86,275	90,816	95,357	\$ 2,768,947
STORMWATER PERMIT FEE	4,200	4,850	53,075	7,250	3,200	42,000	4,800	13,789	14,515	3,360	0.8%
FEMA/TEMA GRANTS (FED/STATE)	-	-	1,307	-	-	1,307	-	-	-	-	5-Yr Average
STORMWATER FEES- RESIDENTIAL	2,403,616	2,414,161	2,424,175	2,560,384	2,595,654	2,554,462	2,544,240	2,539,847	2,673,523	2,807,199	\$ 2,735,882
STORMWATER APPEALS BOARD			5,750	0	0	0	0	-	-	-	0.7%
STORMWATER FINES	19,404	18,088	14,930	29,817	23,636	15,000	12,750	14,250	15,000	15,750	10-Yr Average
STORMWATER LATE PAY PENALTIES	21,721	15,596	22,067	27,879	28,370	21,000	21,836	19,000	20,000	21,000	\$ 2,639,008
STORMWATER QUALIFIED PROGRAM	12,000	21,750	34,200	15,075	23,900	0	18,840	-	-	-	0.7%
INTEREST INCOME	120,436	89,204	8,282	7,734	41,307	50,000	42,907	47,500	50,000	52,500	15-Yr Average
SALE OF SURPLUS ASSETS	-	(29)	33,739	-	-	33,739	-	-	-	-	\$ 2,658,886
CUSTOMER SERVICE	-	-	-	-	-	-	-	-	-	-	0.4%
Totals	\$2,710,760	\$2,661,807	\$2,736,221	\$2,738,385	\$2,832,236	\$2,813,758	\$2,814,286	\$2,743,196	\$2,887,574	\$3,020,072	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2023* & Estimates from Finance & Revenue Management Departments.

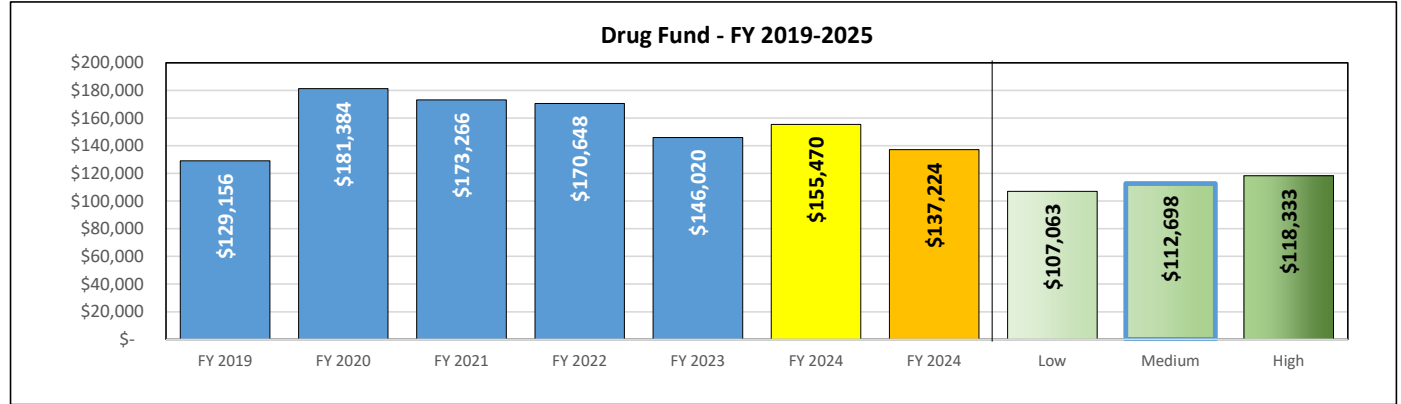


City of Franklin
Revenue Model

Fund: Drug Fund	Percent of All Revenues 0.1%
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Drug Fund: The Drug Fund is a special revenue account established under Tennessee Code Annotated (T.C.A.) 39-17-420. (A special revenue account exists outside the city's or county's General Fund, and funds in the special revenue account do not revert to the General Fund at the end of the fiscal year.)

Revenues come from one-half of drug offense fines, any cash that is forfeited to the city or county, and proceeds from the sale of any forfeited property (usually vehicles) and donations.



	Actual					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	-42.9%	40.4%	-4.5%	-1.5%	-14%	6%	-12%	-22%	-18%	-14%	
DRUG FINES RECEIVED	59,413	40,367	53,202	53,198	42,735	54,750	30,117	44,929	47,294	49,659	3-yr Average
DRUG CONTRIBUTIONS PAID TO POLICE DEPT	29,850	36,320	26,675	38,475	19,700	33,644	25,080	28,694	30,204	31,714	\$ 163,311
CONFISCATED GOODS (FEDERAL)	7,820	13,327	3,655	-	-	14,801	-	5,890	6,200	6,510	-3.5%
CONFISCATED GOODS (STATE)	18,444	82,097	50,398	20,825	60,221	43,275	30,000	19,000	20,000	21,000	5-Yr Average
INTEREST INCOME	13,629	8,825	4,923	7,255	19,876	6,000	25,154	5,700	6,000	6,300	\$ 160,095
SALE OF SURPLUS ASSETS	-	448	34,413	50,738	3,489	3,000	26,873	2,850	3,000	3,150	-1.8%
MISC INCOME				156	-	-	-				10-Yr Average
											\$ 188,597
											-2.3%
Totals	\$ 129,156	\$ 181,384	\$ 173,266	\$ 170,648	\$ 146,020	\$ 155,470	\$ 137,224	\$ 107,063	\$ 112,698	\$ 118,333	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2023 & Estimates from Finance & Revenue Management Departments.



City of Franklin

Revenue Model

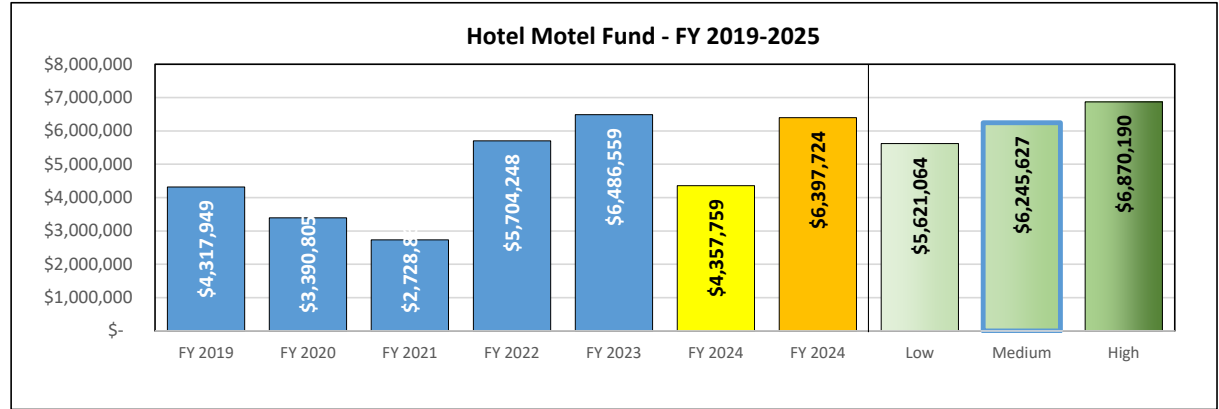
Fund: Hotel/Motel Tax Fund

Percent of All Revenues

3.0%

Hotel/Motel Tax Fund: The Hotel/Motel Tax Fund is a special revenue fund used to account for the locally administered tax levied on the occupancy of hotel and motel rooms, in addition to sales tax. The City of Franklin Hotel/Motel tax is 4%. The fund is used to pay debt service on the Cool Springs Conference Center and the Harlinsdale and Battlefield parks. Also, the funds can be used to support projects and operations related to tourism.

After a decade of solid growth, the COVID-19 pandemic was devastating but not fatal to Franklin's hospitality and tourism industry. Revenues are recovered quicker than anticipated and have exceeded pre-pandemic levels to record highs.



	Actual					Budget	Estimated	Forecasts (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	4.4%	-21.5%	-19.5%	109.0%	14%	-33%	47%	-12%	-2%	7%	
July	403,079	358,441	269,777	431,907	467,695	443,017	527,155	441,972	491,079	540,187	3-yr Average
August	321,258	335,061	138,563	362,601	409,407	346,150	428,541	386,889	429,877	472,865	\$ 4,973,224
September	367,331	379,962	165,973	380,972	500,906	391,864	541,622	473,356	525,952	578,547	10.1%
October	406,690	420,494	209,657	456,288	534,393	428,345	578,491	505,001	561,113	617,224	5-Yr Average
November	294,609	318,100	138,935	348,856	409,466	330,612	409,466	386,945	429,939	472,933	\$ 4,525,685
December	236,852	261,294	139,075	307,469	357,111	272,843	357,111	337,470	374,967	412,464	5.2%
January	259,796	276,512	136,507	271,886	339,608	263,915	339,608	320,930	356,589	392,248	10-Yr Average
February	270,769	319,269	145,247	298,796	393,726	298,804	393,726	372,071	413,412	454,753	\$ 4,058,599
March	393,635	201,971	228,613	456,235	541,262	357,633	541,262	511,492	568,325	625,157	4.1%
April	393,281	37,682	270,729	505,452	555,358	357,729	555,358	524,813	583,126	641,438	20-Yr Average
May	372,591	75,021	335,339	509,705	553,282	361,769	553,282	522,852	580,946	639,041	\$ 2,804,881
June	383,344	155,008	397,414	545,519	576,478	350,079	576,478	544,772	605,302	665,832	6.6%
US TREASURY ARPA				680,966	366,137	-	98,515	-	-	-	
Short Term Rental Tax			133,521	326,504	334,255	150,000	309,035	270,000	300,000	330,000	
Interest Income	214,714	251,991	19,514	(182,308)	52,234	5,000	102,936	22,500	25,000	27,500	
Investment Interest					95,240	-	85,137				
Misc. Income				3,400	-	-	-				
Totals	\$ 4,317,949	\$ 3,390,805	\$ 2,728,865	\$ 5,704,248	\$ 6,486,559	\$ 4,357,759	\$ 6,397,724	\$ 5,621,064	\$ 6,245,627	\$ 6,870,190	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2023 & Estimates from Finance & Revenue Management Departments.



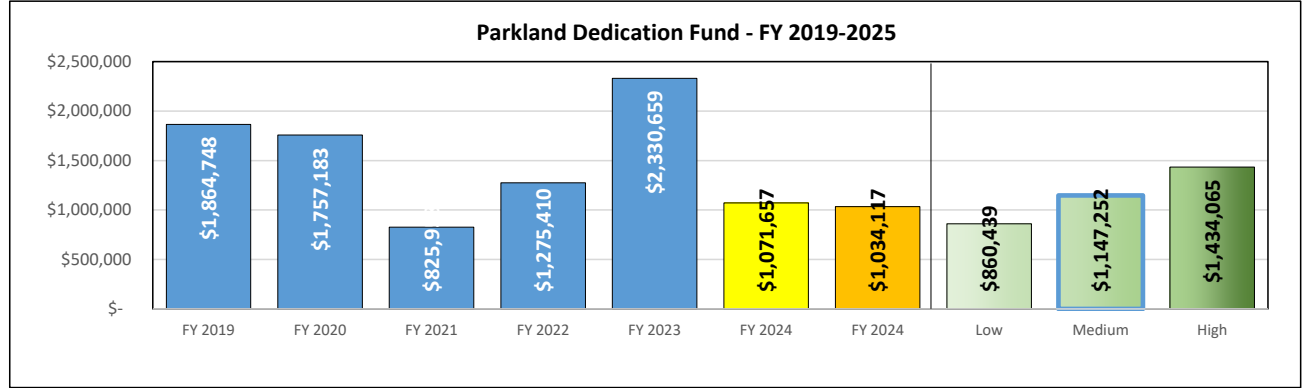
City of Franklin

Revenue Model

Fund:	Parkland Dedication Fund	Percent of All Revenues	0.6%
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Parkland Dedication Fund: The Parkland Dedication Fund was created in FY 2015 for the purpose of satisfying requirements of Section 5.5.4 of the City of Franklin Zoning Ordinance for developers seeking alternatives to the development of greenspace within developments. Funds can be used only for the acquisition or development of public parks, greenways/blue ways, open space sites, and related facilities.

The forecast for FY 2025 is an estimate based upon historic averages and year-to-date activity. It is *heavily dependent* upon the timing of new development. This forecast also makes no assumption for amount of *available* revenue as a result of changes made last year in the Parkland Dedication Ordinance, but rather gross annual receipts. Specific spendable balances will be addressed through the CIP process.



	Actual					Budget	Estimated	Forecast (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	-9.6%	-5.8%	-53.0%	54.4%	83%	-54%	-4%	-17%	11%	39%	
In Lieu of Parkland Receipts						1,061,657	1,000,000	852,939	1,137,252	1,421,565	3-yr Average
Quadrant 1	713,244	1,411,712	383,056	-	2,018,576						\$ 1,477,342
Quadrant 2	178,218	-	292,672	1,516,084	163,552						19.3%
Quadrant 3	448,230	-	4,304	-	-						5-Yr Average
Quadrant 4	55,080	52,488	120,512	-	43,040						\$ 1,610,791
Interest Income	241,394	292,983	25,414	(240,674)	105,491	10,000	34,117	7,500	10,000	12,500	-20.0%
Transfers from General Fund	228,582	-	-	-	-	-	-	-	-	-	
Totals	\$ 1,864,748	\$ 1,757,183	\$ 825,958	\$ 1,275,410	\$ 2,330,659	\$ 1,071,657	\$ 1,034,117	\$ 860,439	\$ 1,147,252	\$ 1,434,065	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 2015-2023* & Estimates from Finance & Revenue Management Departments.



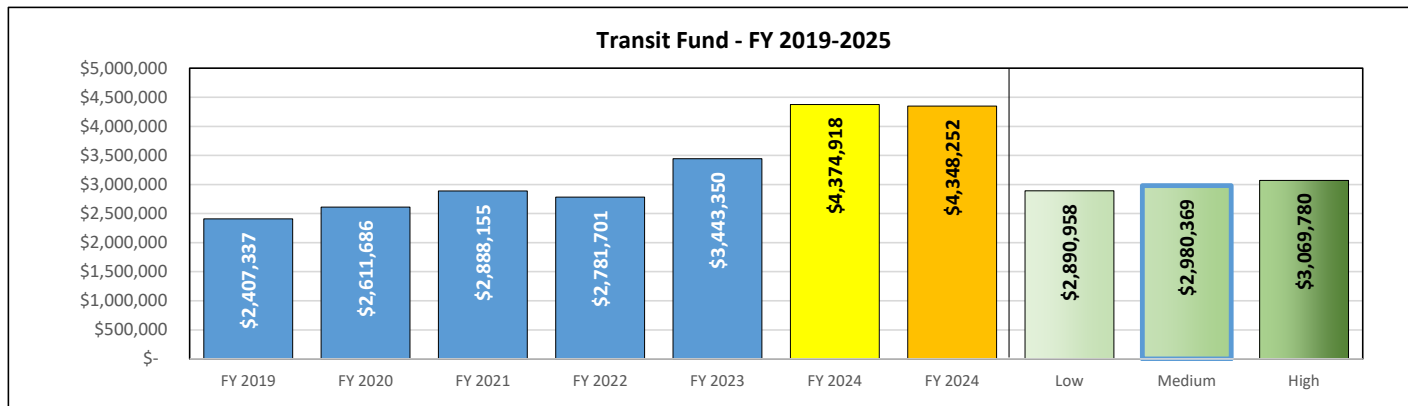
City of Franklin

Revenue Model

Fund:	Transit Fund	Percent of All Revenues	1.4%
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Transit Fund: A special revenue fund used to account for the City's transit operations. The primary sources of revenue are an operating subsidy from the general fund and transit fares. The City has created the Franklin Transit Authority to oversee transit operations. Daily operations of the transit system are managed by a contractor.

The forecast for FY 2025 is less than in FY 2024, but with a great deal of uncertainty regarding the size and applicability of ongoing federal and state grants. Initial forecasts reflect historic averages. This will be revised once the Franklin Transit Authority submits their budget request for FY 2024.



	Actual					Budget	Estimated	Forecast (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	-4.8%	8.5%	10.6%	-3.7%	24%	27%	-1%	-34%	-31%	-29%	
TRANSIT OPERATIONS GRANT (FEDERAL)	1,163,055	1,788,185	1,750,103	1,942,980	2,271,145	2,699,464	2,699,464	1,729,601	1,783,094	1,836,586	\$ 3,037,735
TRANSIT CAPITAL GRANT (FED/STATE)	326,527	344,134	315,608	310,289	356,392	746,281	746,281	320,672	330,590	340,508	4.5%
TRANSIT FARES	84,945	63,427	33,080	68,173	84,431	148,000	88,172	64,807	66,811	68,815	5-Yr Average
INTEREST INCOME	27,227	33,788	3,122	5,646	34,333	0	38,863	18,140	18,701	19,262	\$ 2,826,446
RENTAL INCOME	9,700	10,500	8,900	9,700	9,700	9,700	4,000	9,409	9,700	9,991	4.4%
SALE OF SURPLUS ASSETS	0	0	0	0	0	0	0	-	-	-	
TRANSFER FROM GENERAL FUND	795,884	371,653	777,341	444,912	687,348	771,473	771,473	748,329	771,473	794,617	
Totals	\$ 2,407,337	\$ 2,611,686	\$ 2,888,155	\$ 2,781,701	\$ 3,443,350	\$ 4,374,918	\$ 4,348,252	\$ 2,890,958	\$ 2,980,369	\$ 3,069,780	

Source: City of Franklin, Annual Comprehensive Financial Reports - 2009-2023 & Estimates from Finance & Revenue Management Departments.



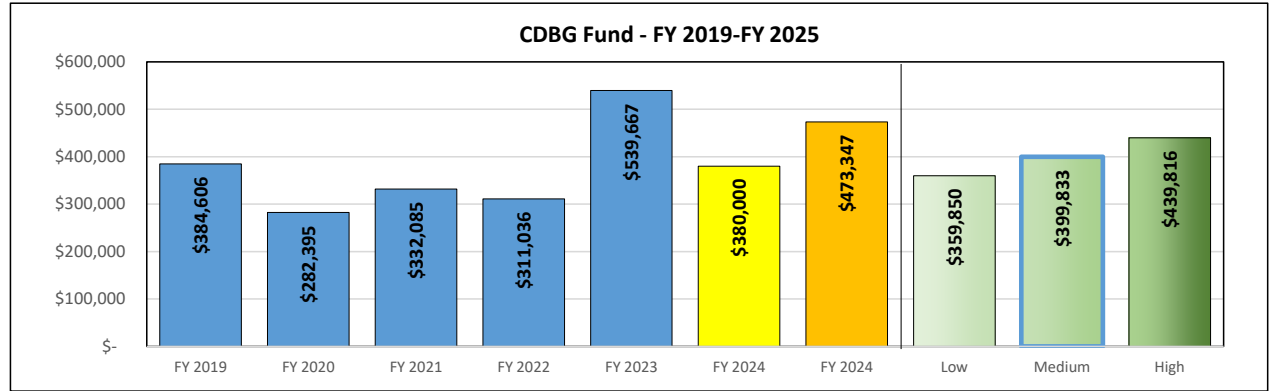
City of Franklin

Revenue Model

Fund:	Community Development Block Grant Fund	Percent of All Revenues	0.2%
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CDBG Fund: The Community Development Block Grant is funded by the Department of Housing and Urban Development based on an annual formula provided by HUD. Under the formula guidelines, the City receives about \$330,000 annually. To date, the City of Franklin has received approximately \$2 million which has been used for emergency rehabilitation of about 62 homes within the City of Franklin for our elderly and low income residents, furthering Fair Housing education, new construction of single family homes within the Hard Bargain and Natchez neighborhoods, and administrating homeless assistance on an as-needed basis.

A sizeable decrease is shown, though that is attributable to the fact that the FY 2023 budget was severely increased due to direct federal aid through the CDBG program for COVID-19 relief efforts. This projection assumes a base of \$375,000. This



	Actual					Budget	Estimated	Forecast (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	47.2%	-26.6%	17.6%	-6.3%	74%	-30%	25%	-24%	-16%	-7%	
CDBG GRANT (FEDERAL)	373,845	269,780	330,407	307,306	523,184	375,000	467,059	348,269	386,966	425,662	3-yr Average
COVID-19 Relief			0	0	0	0	0	-	-	-	\$ 394,263
INTEREST INCOME	10,761	12,615	1,679	3,730	16,483	5,000	6,288	11,581	12,867	14,154	12.3%
											5-Yr Average
											\$ 369,958
											9.2%
Totals	\$ 384,606	\$ 282,395	\$ 332,085	\$ 311,036	\$ 539,667	\$ 380,000	\$ 473,347	\$ 359,850	\$ 399,833	\$ 439,816	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2023* & Estimates from Finance & Revenue Management Departments.

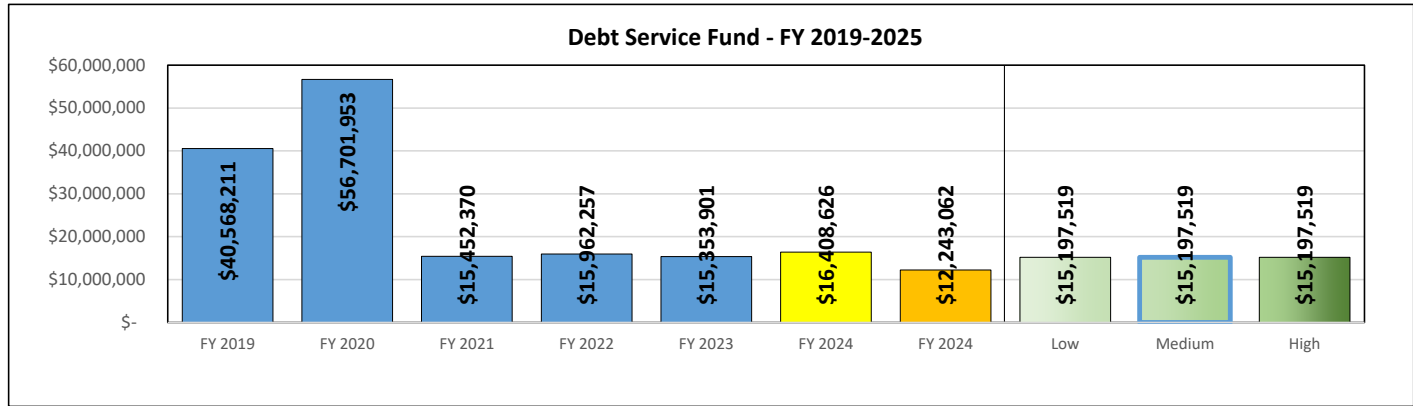


City of Franklin

Revenue Model

Fund:	Debt Service Fund	Percent of All Revenues	7.3%
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Debt Service Fund: The Debt Service Fund was created in FY 2010 for the purpose of accounting for resources set aside to fund debt service (payments of long term debt principal, interest, and related costs). All funds which have debt service are accounted for within this fund - General, Road Impact, Sanitation and Hotel / Motel.



	Actual					Budget	Estimated	Forecast (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
PROPERTY TAXES COLLECTED	8,661,198	10,958,447	10,918,504	11,629,983	10,845,720	11,457,506	11,457,506	9,954,764	9,954,764	9,954,764	3-yr Average
REBATE ON BAB / RZEDB	818,444	333,953	0	0	0	0	0	-	-	-	\$ 29,372,193
INTEREST INCOME	108,247	142,438	17,914	10,336	197,631	100,000	4,041	100,000	100,000	100,000	-15.2%
BOND PROCEEDS	22,940,000	31,550,000	0	0	0	0	0	-	-	-	5-Yr Average
PREMIUMS ON BONDS	3,870,894	7,080,224	0	0	0	0	0	-	-	-	\$ 28,468,372
TRANSFER FROM GENERAL FUND	0	2,500,000	94,896	0	0	0	0	-	-	-	-8.8%
TRANSFER FROM WATER	100,000	100,000	100,000	100,000	200,000	100,000	100,000	100,000	100,000	100,000	10-Yr Average
TRANSFER FROM SEWER	100,000	100,000	100,000	100,000	0	100,000	0	100,000	100,000	100,000	\$ 22,447,096
TRANSFER FROM SOLID WASTE	96,930	208,317	209,081	209,551	209,206	193,132	132,198	193,033	193,033	193,033	-5.8%
TRANSFER FROM ROAD IMPACT	2,755,143	2,636,421	2,730,454	2,893,316	2,884,139	3,293,445	498,838	3,937,897	3,937,897	3,937,897	
TRANSFER FROM HOTEL/MOTEL	1,117,355	1,092,153	1,281,521	1,019,071	1,017,206	1,164,543	50,478	811,825	811,825	811,825	
Totals	\$ 40,568,211	\$ 56,701,953	\$ 15,452,370	\$ 15,962,257	\$ 15,353,901	\$ 16,408,626	\$ 12,243,062	\$ 15,197,519	\$ 15,197,519	\$ 15,197,519	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2023 & Estimates from Finance & Revenue Management Departments.



City of Franklin

Revenue Model

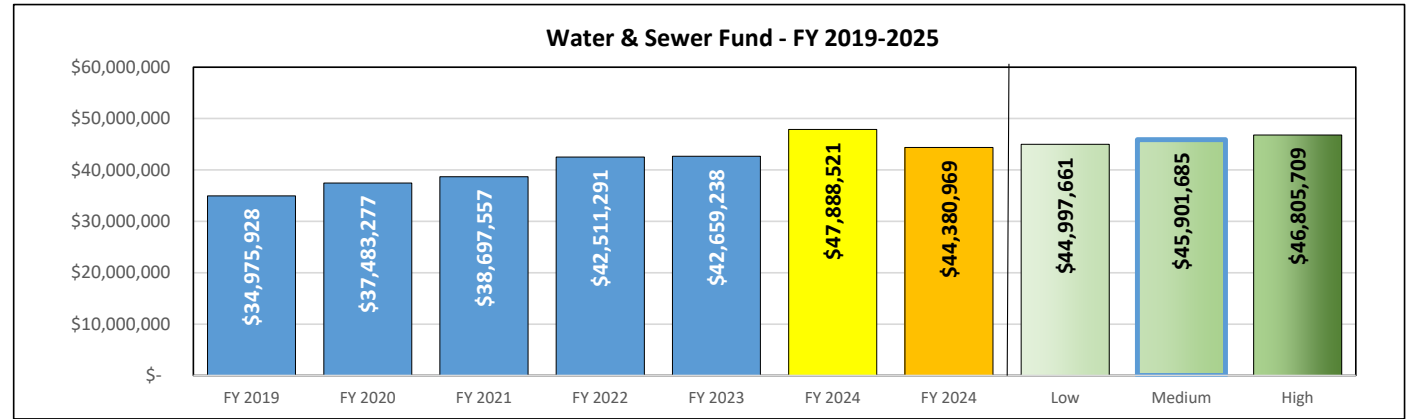
Fund: Water/Sewer Fund

Percent of All Revenues 22.1%

Water & Sewer Fund: Water and wastewater are independent business units of the City of Franklin and are required to be self-sufficient entities. These utilities are not subsidized by local taxes, paying the General Fund monies to cover the costs of services such as payroll, human resources and other support activities.

Rates are forecast at 3% for Water and 2% for Sewer as established by BOMA as of January 1, 2024.

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



	Actual					Budget	Estimated	Forecast (FY 2025)			Averages
	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	Low	Medium	High	
% yr/yr.	-2.3%	7.2%	3.2%	9.9%	0%	12%	-7%	1%	3%	5%	
Water											3-yr Average
Use of Money & Property	127,636	147,561	52,539	78,032	125,000	125,000	197,565	85,162	86,900	88,638	\$ 41,289,362
Rates & Related Customer Service	11,868,631	11,841,481	13,217,446	13,534,877	12,729,946	14,464,524	15,013,498	15,188,932	15,498,910	15,808,888	1.1%
Impact Fees	440,067	601,326	768,642	586,512	321,905	500,000	367,010	514,074	514,074	514,074	5-Yr Average
Wastewater											\$ 39,265,458
Grants	-		250,000	90,122	-	3,000,000	14,125	-	-	-	1.7%
Use of Money & Property	793,210	849,274	68,880	300,897	600,000	600,000	947,841	784,710	800,725	816,739	
Rates & Related Customer Service	19,314,087	19,932,839	21,467,294	24,769,484	22,899,425	25,674,248	25,485,435	25,328,109	25,845,009	26,361,909	
Impact Fees	2,299,645	2,712,493	2,713,171	2,990,270	1,855,033	3,400,000	2,120,119	2,910,273	2,969,666	3,029,060	
Transfer from G/F (ARP Funds)					-						
Transfer from Co. Fac. Tax.		1,285,000			-						
Reclaimed Water											
Use of Money & Property	1,958	600	1,000	-	1,000	1,000	36,538	-	-	-	
Rates & Related Customer Service	130,694	112,703	158,585	161,097	131,750	123,750	198,837	186,401	186,401	186,401	
Use of F/B			-	-	3,995,179						
Totals	\$ 34,975,928	\$ 37,483,277	\$ 38,697,557	\$ 42,511,291	\$ 42,659,238	\$ 47,888,521	\$ 44,380,969	\$ 44,997,661	\$ 45,901,685	\$ 46,805,709	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2023 & Estimates from Finance & Revenue Management Departments.