



# **Revenue Status Report General Fund As of December 31, 2015**

(Unaudited - Internal Use Only)

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**I. Current Economics****Board of Governors of the Federal Reserve System****Beige Book - January 13, 2016  
Current Economic Conditions****Sixth District -- Atlanta**

Reports from Sixth District business contacts remained largely positive with most noting that economic conditions were improving at a moderate pace over the reporting period. Contacts are optimistic about the near-term outlook with nearly all expecting growth to be either the same or higher, unchanged from the previous reporting period.

Retail sales were in line with expectations and auto sales were strong. Reports from the hospitality sector remained positive with robust attendance and occupancy numbers across the District. Residential real estate brokers and builders noted mixed sales activity for both existing and new homes. Home prices rose modestly and inventory levels were relatively flat. Commercial real estate contacts reported increased activity in nonresidential construction, and apartment construction remained robust. Manufacturers indicated that new orders and production decreased since the previous report. Bankers reported an increase in residential lending and mortgage refinancing. The District continued to experience a tightening labor market. On balance, input cost and wage pressures remained subdued.

**Consumer Spending and Tourism**

District retail contacts noted that sales activity since the last report met expectations. Retailers anticipated that the additional shopping day between Thanksgiving and Christmas would have a positive impact on overall holiday sales. Automobile dealers noted that incentives such as cash bonuses and low APRs boosted overall vehicle sales on Black Friday. SUV sales continued to be strong in late November through early December, which auto dealers attributed to sustained lower gas prices.

On balance, tourism contacts reported record attendance and occupancy numbers at conferences and hotels since the last report. Although solid advance bookings were reported in the conference segment for the first two quarters of 2016, concerns were cited about the strong dollar softening demand from international visitors.

**Real Estate and Construction**

Feedback from District real estate contacts was slightly less optimistic since the last report, although several attributed the softening conditions to seasonal factors.

Many builders continued to indicate that construction activity was up from the year-ago level. In addition, most reported that home sales were flat to slightly up relative to one year earlier. Meanwhile, reports on home sales and traffic from brokers were mixed.

On balance, builders and brokers described inventory levels as flat. Most contacts indicated that they were seeing modest home price appreciation. Expectations for home sales activity over the next three months were mixed, with builders anticipating construction activity to be flat to slightly up.

District commercial real estate brokers continued to report rising demand that resulted in increased absorption and higher rents across property types, but they cautioned that the rate of improvement varied by metropolitan area, submarket, and property type. Most commercial contractors indicated that nonresidential construction activity was slightly up from one year ago, with all reporting a backlog greater than or equal to the previous year. Reports on apartment construction suggested that activity remained robust. The outlook among District commercial real estate contacts remains positive, with most expecting the pace of construction activity to increase slightly over the next quarter.

**Manufacturing and Transportation**

District manufacturers reported slowing and in some cases declining business activity from mid-November through December. Contacts noted a decrease in production levels and new orders. Inventory levels of finished goods rose and supply delivery times increased, while commodity input costs continued to decline. Despite the decline in new orders and production, manufacturing contacts indicated that employment levels increased slightly. Expectations for future production improved from the previous reporting period, with greater than one-third of businesses anticipating an increase in production levels, while firms expecting lower production levels fell to less than a tenth.

Logistics contacts noted a surge in e-commerce shipments during this reporting period that exceeded forecasts and resulted in reduced on-time delivery rates. District port contacts cited strong retail goods imports compared with year-ago levels; conversely, shipments of exports remained soft across commodities including minerals, forest products, chemicals and heavy machinery. Rail activity was generally unchanged since the last report.

**Banking and Finance**

Banking contacts indicated that credit remained available with attractive terms for qualified borrowers. The commercial loan market was competitive and some banks offered long-term fixed rates to attract borrowers; however, some businesses self-financed rather than utilize credit lines or loans. There was a persistent pullback of both demand for and supply of credit for firms in energy-dependent areas. Banks reported healthy pipelines in residential lending and increased mortgage refinancing, although first-time home buyers still struggled to qualify for mortgages.

**Employment and Prices**

Business contacts continued to describe a tightening labor market. In addition to ongoing challenges with filling some high- and mid-skilled positions, employers increasingly experienced trouble filling some low-skilled and entry-level jobs. For a number of firms, difficulties with attracting and retaining employees were cited as key obstacles to growth. However, oil and gas industry layoffs continued, and firms from supporting

industries, including transportation, retail, and financial services, cited layoffs resulting from the energy sector slowdown.

Most contacts reported relatively stable wages. Notable exceptions included persistent wage pressures for some high-skilled positions and increased reports of rising wages at the lower end of the pay scale. Non-labor input costs were mostly flat and firms heavily reliant on commodities reported some declines. The softness in commodity prices and imported goods continued to support strong margins as many businesses indicated they held prices steady. According to the Atlanta Fed's Business Inflation Expectations (BIE) survey, year-over-year unit costs were up 1.5 percent. Survey respondents also indicated they expect unit costs to rise 1.9 percent over the next twelve months.

#### Natural Resources and Agriculture

Contacts indicated that output and supply of oil and gas remained greater than demand. Crude oil storage terminal capacity on land expanded further, while tank and vessel capacity on water remained scarce. Oil and gas business activity and investment continued to decline at exploration and services firms and projects were postponed. Overall utilities sales slowed due to the weakness in the industrial sector; electricity sales were mixed across the Southeast due to the unseasonably warm weather.

Most of the District remained free from drought conditions, but as a result of excessive rain, winds, and flooding earlier in the year, the USDA declared several counties in Alabama, Florida and Georgia as natural disaster areas. Florida's orange forecast was down both from last month's forecast and last season's production. On a year-over-year basis, prices paid to farmers for cotton, rice, soybeans, beef, and broilers have declined while corn's price rose slightly.

Last update: January 13, 2016

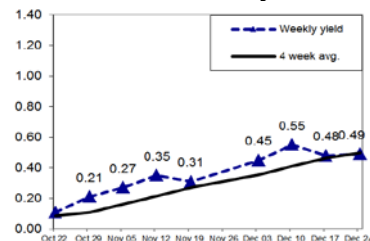


## Snapshot of Economy and Interest Rates

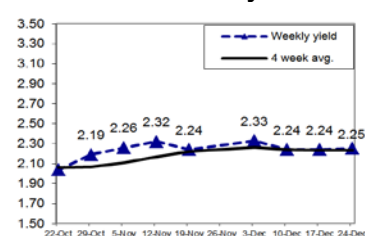
### Moving Averages

	Current Period	Previous Period	Year Ago
<b>Economic Growth</b>			
Real GDP growth	III Q 2015	II Q 2015	Year Ago
Annual rate, constant dollars	2 %	3.9 %	5.0 %
<b>Retail Sales</b>			
\$ billions	Nov	Oct	Year Ago
	448.12	447.26	447.12
<b>Industrial production index</b>			
Change, monthly and annually	Nov	Oct	12 month change
	-0.6%	0.1%	-0.1%
<b>Leading indicators index</b>			
Change, monthly and annually	Nov	Oct	6 month change
	0.4 %	0.6 %	2.4 %
<b>New housing starts</b>			
Thousands of units, annualized	Nov	Oct	Year Ago
	1,173	1,060	1,028
<b>Purchasing Management Index</b>			
National Association of Purchasing Management	Nov	Oct	Year Ago
	48.6	50.1	58.7
<b>Inflation</b>			
Consumer Price Index	Nov	Oct	12 month change
Change, monthly and annually	0.0%	0.2%	0.5%
<b>Producer price index</b>			
Change, monthly and annually, seasonally adjusted	Nov	Oct	12 month change
	0.3 %	-0.4 %	-1.1 %
<b>GDP price deflator</b>			
Annual rate	III Q 2015	II Q 2015	Year Ago
	1.3 %	2.1 %	0 %
<b>Unemployment rate</b>			
BLS	Nov	Oct	Year Ago
	5.0 %	5.0 %	5.8 %
<b>Other</b>			
Money market fund maturities	Dec 15	Nov 17	Dec-14
Average portfolio maturity			
(Money Fund Report Averages TM)	37 days	31 days	45 days

### 6-Month Treasury Bill



### 10-Year Treasury Note



## Investment Performance Benchmarks

### The money market fund index

Date	Average Return	Annualized Returns Since	
		Jan. 1, 2015	Jan. 1, 2014
Jan. 1, 2014	0.01%	0.01%	0.01%
Jan. 1, 2015	0.01%	0.02%	0.01%
Nov. 1, 2015	0.02%	0.01%	0.01%
Dec. 1, 2015	0.04%	0.01%	0.01%
Jan. 1, 2016	0.07%	0.02%	0.01%

### S&P Rated LGIP Index

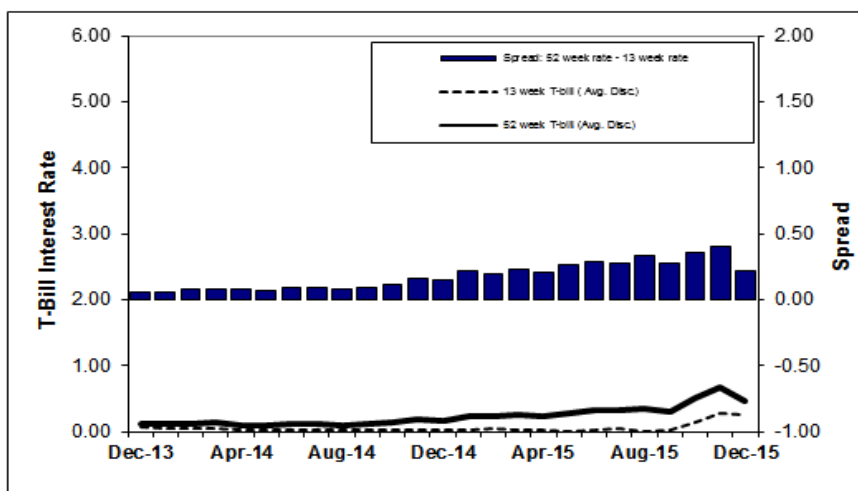
Date	7-Day Yield	30-Day Yield	Maturity (Days)
Dec. 30, 2015	0.24%	0.21%	40

### Key Rates:

#### Cash Markets

Rate	12/24/2015	Year Ago
Fed funds	0.40	0.30
CDs: Three months	0.09	0.09
CDs: Six months	0.14	0.13
BAAs: One month	0.15	0.15
T-bills: 91-day yield	0.26	0.03
T-bills: 52-week yield	0.47	0.17
Commercial Paper, Dealer-Placed, 3 months	0.45	0.14
Bond Buyer 20-bond municipal index	3.37	3.29

## Relative Value Yield Chart



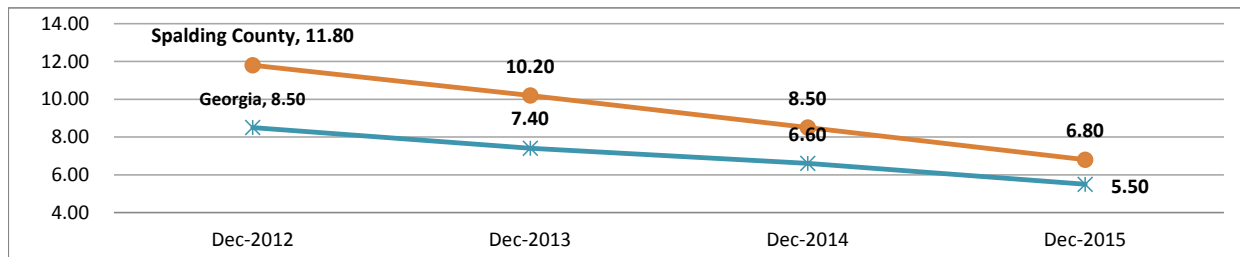
### Notes

**Moving Averages** - The four-week moving averages are calculated as a simple average of Friday closing yield quotations for the most recently offered six-month Treasury bill (discount basis), two-year Treasury note, and 10-year Treasury note. Moving averages are used by analysts to monitor trends and trend changes. Generally, interest rates are increasing (prices falling) when the moving average yield is rising and the current rate exceeds the moving average. Conversely, current yields below a declining moving average are associated with lower interest rates (high prices on fixed-income securities). Some market timers buy (or sell) longer maturities when current market yields fall below (or penetrate above) their moving averages.

**The money market fund index** - This index is the simple average of iMoneyNet Money Fund Averages <sup>TM</sup>/Taxable (All) <sup>TM</sup> seven-day money market fund indexes, as reported for the two weeks closest to the end of each month. The annualized return is calculated using these rates for a four-week period centering on the first of each month. The results should simulate returns from passive investment in an average money market fund.

**S&P Rated LGIP Index** - This index comprises local government investment pools that are rated AAAM or AAm by Standard & Poor's and represents pools that strive to maintain a stable net asset value.

## II. Unemployment Numbers

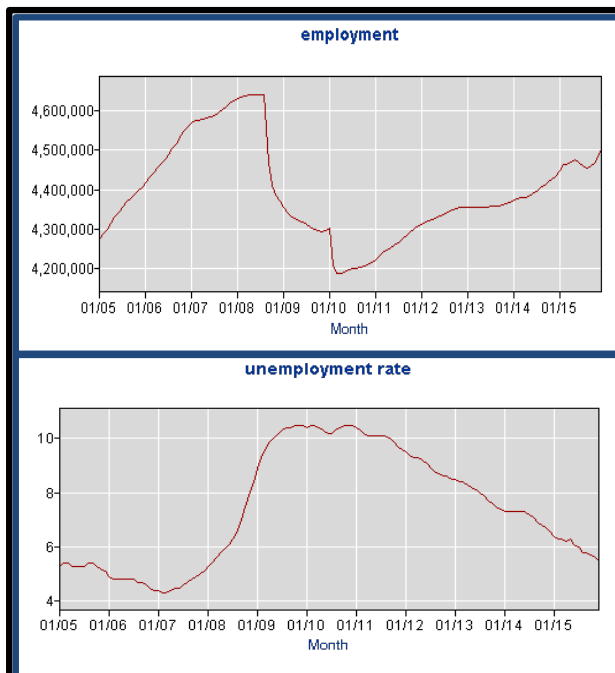


### Latest Unemployment Figures

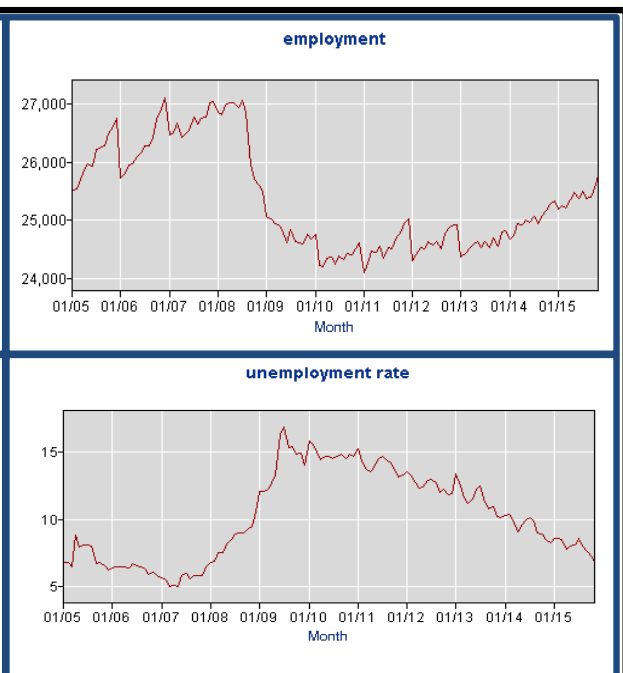
Georgia	Labor Force	Employment	Un-employment	Un-employment Rate	# Change in Un-employment	% Change in Un-employment
Dec-2012	4,761,788	4,355,515	406,273	8.50		
Dec-2013	4,717,265	4,369,055	348,210	7.40	(58,063)	-14.29%
Dec-2014	4,744,406	4,433,371	311,035	6.60	(37,175)	-10.68%
Dec-2015	4,764,702	4,502,611	262,091	5.50	(48,944)	-15.74%

Spalding County	Labor Force	Employment	Un-employment	Un-employment Rate	# Change in Un-employment	% Change in Un-employment
Nov-2012	28,255	24,920	3,335	11.80		
Nov-2013	27,628	24,802	2,826	10.20	(509)	-15.26%
Nov-2014	27,619	25,275	2,344	8.50	(482)	-17.06%
Nov-2015	27,627	25,761	1,866	6.80	(478)	-20.39%

#### GEORGIA



#### SPALDING COUNTY



Data comes from the U.S. Department of Labor, Bureau of Labor Statistics

### III. General Fund Revenue Sources

How do employment economics relate to the City of Griffin and its revenue sources?

The City's general fund revenue sources include (by category) Taxes, Intergovernmental, Fines and Forfeitures, Licenses and Permits, Charges for Services, Rents and Royalties, etc... These types of revenue sources, such as taxes, are subject to economic ebbs and flows, are directly and indirectly connected through changes in the unemployment figures.

<b>Taxes</b>	Taxes account for approximately 39 percent of the City's general operating revenue coming from property taxes, local option sales taxes, insurance premium taxes, alcohol taxes, business occupation taxes, and motor vehicle taxes, etc... Property taxes alone represent approximately 16 percent of general fund revenue followed by local option sales tax of approximately 12 percent of general fund revenue.
<b>Intergovernmental</b>	This category accounts for revenue sources (predominantly grants) from other governmental agencies.
<b>Fines and Forfeitures</b>	Near 2 percent of total general fund revenue, traffic fines make up 98 percent of this category or \$650000 with the balance (2 percent or \$16000,) from traffic cameras (running red lights), seatbelt fines, and ordinance fines.
<b>Licenses and Permits</b>	Licenses and permits make up less than 2 percent of total general fund revenue. Licenses make up approximately 50 percent or \$214000 of this category. The balance of 41 percent or \$173000 comes from permits.
<b>Charges for Services</b>	Service fees include business occupation tax administration fees, police service charges for copies, documents, etc., plan review and zoning document fees, and pavilion rentals. This category also includes a large portion (\$5.3M) in administrative cost allocations coming from enterprise and internal services funds. Cost allocations, depending on their nature, can be non-cash book entries in order to comply with Generally Accepted Accounting Principles (GAAP). Allocations are designed to shift and allocate costs to business units in order to show true operating costs.)
<b>Rents and Royalties</b>	These are revenues from leased office and parking lot spaces.
<b>Investment Income</b>	This category represents interest and dividend earnings from investments.
<b>Miscellaneous Revenues</b>	This category includes insurance settlements, claims, recoveries, and miscellaneous reimbursements.



**Revenue Status Report - General Fund**  
**As of December 31, 2015**  
(Unaudited)

**IV. Revenues by Category**

**General Fund**  
**Total General Fund Revenues**

	Budget	Rolling Twelve Month Actual	Projection	Projected Over (Under) Budget	% Variance	% Weighted
<b>Total Revenues</b>	\$ 27,606,185	\$ 28,822,160	\$ 27,619,960	\$ 13,775	0.05%	100.00%
<b>By Category</b>						
<b>Operating Revenue</b>						
Taxes	10,879,300	11,346,330	<u>11,110,000</u>	230,700	2.12%	1674.77%
Licenses and Permits	425,500	348,710	<u>356,000</u>	(69,500)	-16.33%	504.54%
Charges for Services	5,304,699	5,376,070	<u>5,297,000</u>	(7,699)	-0.15%	55.89%
Fines and Forfeitures	666,000	519,920	<u>644,000</u>	(22,000)	-3.30%	159.71%
Rents and Royalties	191,500	230,740	<u>213,820</u>	22,320	11.66%	162.03%
<b>Total Operating Revenue</b>	17,466,999	17,821,770	17,620,820	153,821	0.88%	1116.67%
<b>Non-operating Income</b>						
Intergovernmental	107,280	294,800	<u>107,970</u>	690	0.64%	5.01%
Interest/Investment Income	5,000	4,130	<u>4,000</u>	(1,000)	-20.00%	7.26%
Contributions and Donations	1,000	2,600	<u>1,250</u>	250	25.00%	1.81%
Gain (Loss) on Sale of Capital Assets		40,290				
<b>Total Non-operating Income</b>	113,280	341,820	113,220	(60)	-0.05%	0.44%
<b>Transfers in from Other Funds</b>	10,025,906	10,658,570	<u>9,885,920</u>	(139,986)	-1.40%	1016.23%
<b>Total Revenues</b>	\$ 27,606,185	\$ 28,822,160	\$ 27,619,960	\$ 13,775	0.05%	100.00%

**Adjustments:**

Gain (Loss) on Sale of Capital Assets: \$ 40,290

\*\*\*No adjustments as of the report date.\*\*\*

Gain (Loss) on Sale of Capital Assets

after Adjustments: 40,290

**Total Adjustments:**

<b>Total Revenues after Adjustments</b>	\$ 27,606,185	\$ 28,822,160	\$ 27,619,960	\$ 13,775	0.05%	
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**ANALYSIS:**

Total General Fund Revenues as of the date of this report are forecast at \$27.6 million after adjustments (up \$14 thousand or 0.05 percent of Budget).

As of December 31, 2015 the revenue forecast model projects Local Option Sales Tax (LOST) revenues at \$3.56 million (up \$155 thousand dollars or 4.6 percent of Budget).





Revenue Status Report - General Fund  
As of December 31, 2015  
(Unaudited)

V. Revenues

General Fund Tax Revenues							
	Budget	Rolling Twelve Month Actual	Projection	Projected Over (Under) Budget	% Variance	% Weighted on Category	
Total Tax Revenues	\$ 10,879,300	\$ 11,346,330	\$ 11,110,000	\$ 230,700	2.12%	100.00%	
By Category							
Property Taxes							
Real Property Tax	3,725,000	3,880,320	3,712,000	(13,000)	-0.35%	5.64%	
Public Utility Tax	47,000	53,970	37,000	(10,000)	-21.28%	4.33%	
Motor Vehicle Tax	122,000	135,710	146,000	24,000	19.67%	10.40%	
MV Title Ad Valorem Tax (TAVT)	533,000	492,370	493,000	(40,000)	-7.50%	17.34%	
Intangible Tax	23,000	16,760	19,000	(4,000)	-17.39%	1.73%	
Railroad Equipment Tax	5,300	5,830	6,000	700	13.21%	0.30%	
Real Estate Transfer Tax	13,000	9,670	9,000	(4,000)	-30.77%	1.73%	
Timber Tax							
Real Property Tax - Prior Year		43,700					
Heavy Equipment Tax							
Property not on Tax Digest		1,960	2,000	2,000	100.00%	0.87%	
Sub-total Property Taxes	4,468,300	4,640,290	4,424,000	(44,300)	-0.99%	19.20%	
Franchise Taxes							
Franchise Fees - Electric	51,000	45,700	49,000	(2,000)	-3.92%	0.87%	
Franchise Fees - Natural Gas	155,000	156,590	157,000	2,000	1.29%	0.87%	
Franchise Fees - Cable Television	231,000	223,320	229,000	(2,000)	-0.87%	0.87%	
Franchise Fees - Telephone	107,000	71,730	78,000	(29,000)	-27.10%	12.57%	
Franchise Fees - Video Service	16,000	30,490	30,000	14,000	87.50%	6.07%	
Sub-total Franchise Fee Taxes	560,000	527,830	543,000	(17,000)	-3.04%	7.37%	
Food and Beverage Taxes							
Wine Tax							
Beer Excise Tax	542,000	605,950	593,000	51,000	9.41%	22.11%	
Liquor Excise Tax	85,000	49,960	50,000	(35,000)	-41.18%	15.17%	
Sub-total Beer, Wine, Liquor & Mixed Drink Tax	627,000	655,910	643,000	16,000	2.55%	6.94%	
Payment in Lieu of Taxes	5,000	5,510	6,000	1,000	20.00%	0.43%	
Local Option Sales Tax (LOST)	3,400,000	3,588,650	3,555,000	155,000	4.56%	67.19%	
Hotel Motel Tax							
Business Occupation Tax	440,000	436,270	442,000	2,000	0.45%	0.87%	
Insurance Premium Tax	1,250,000	1,370,110	1,370,000	120,000	9.60%	52.02%	
Financial Institution Tax	85,000	71,030	81,000	(4,000)	-4.71%	1.73%	
Penalty and Interest on Delinquent Taxes	44,000	45,190	42,000	(2,000)	-4.55%	0.87%	
Penalty and Interest on Delinquent Business Licenses and Permits		5,540	4,000	4,000	100.00%	1.73%	
Homeowner's Tax Relief Grant							
Total Tax Revenues	\$ 10,879,300	\$ 11,346,330	\$ 11,110,000	\$ 230,700	2.12%	100.00%	

**Notes: - Franchise Fees are paid in quarterly installments**

Cable fees average \$50k to \$51k per quarter.

Phone fees average \$36k to \$38k per quarter.

## Taxes:

### Property Taxes

1. The 2015 property tax gross digest increased to just under \$567.8M (up \$24.4M from \$543.4M in the prior year).
2. Maintenance and operations (M&O) exemptions increased to \$45.8M (up \$5.3M from \$40.4M in the prior year).
3. Changes in the gross digest and M&O exemptions reduced the net M&O digest to \$497.6M (down \$-24.7M from \$522.2M in the prior year).

### In Summary

The net levy increased to \$4408440 (up \$228760 from \$4179680 in the prior year).

### Homeowners Tax Relief Grant (HTRG)

Fiscal year 2009 was the last year for the Homeowners Tax Relief Grant program.

### Sales Tax Distribution

As of December 31, 2015 the revenue forecast model projects Local Option Sales Tax (LOST) revenues at \$3.56 million (up \$155 thousand dollars or 4.6 percent of Budget).

Below is a chart of sales tax distributions for the City of Griffin, Spalding County and Griffin Board of Education. The chart shows distributions for the month, total distributions for the last twelve consecutive months, and year to date for the current fiscal year. Data comes from the Georgia Department of Revenue.

#### Sales Tax Distribution

Sales Tax Distribution As of December 31, 2015		Amount of Distribution		
Jurisdiction	Tax Type	For the Month	Last Twelve Months	Current Fiscal Year
CITY OF GRIFFIN (LOST)	LOST	\$ 288,605	\$ 3,573,165	\$ 1,817,279
SPALDING COUNTY-GRIFFIN BD OF EDUCATION (ELOST)	ELOST	\$ 715,652	\$ 8,859,507	\$ 4,504,902
SPALDING COUNTY BOARD OF COMMISSIONERS (LOST)	LOST	\$ 424,001	\$ 5,249,688	\$ 2,669,940
SPALDING COUNTY BOARD OF COMMISSIONERS (SPLOST)	SPLOST	\$ (704)	\$ 833,809	\$ 26,315

*" Success as a business looks different for everybody. "*

-- Colleda Monick, co-owner of Copper Pot Caramels,  
as quoted by the Yakima Herald Republic



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**General Fund**  
**Property Taxes<sup>(1)</sup>**

	2012	2013	2014	2015	2016
<b>Property Tax Revenue</b>	\$ 4,644,880	\$ 4,417,610	\$ 4,842,370	\$ 4,542,960	\$ 4,424,000
<i>(percentage change over prior years)</i>		-4.89%	9.62%	-6.18%	-2.62%
<b>Penalty and Interest on Delinquent Taxes</b>	\$ 56,200	\$ 36,690	\$ 51,150	\$ 48,360	\$ 42,000
<i>(percentage change over prior years)</i>		-34.72%	39.41%	-5.45%	-13.15%

(1) Property taxes as presented in the Comprehensive Annual Financial Report Statement of Revenues, Expenditures and Changes in Fund Balances Governmental Funds. Includes Real Property Tax, Public Utility Tax, Timber Tax, Real Property Tax - Prior Year, Motor Vehicle Tax, Railroad Equipment Tax, Intangible Tax, Heavy Equipment Tax, Property-Not-on-Digest, Real estate Transfer Tax, Homeowner's Tax Relief Grant (HTRG).

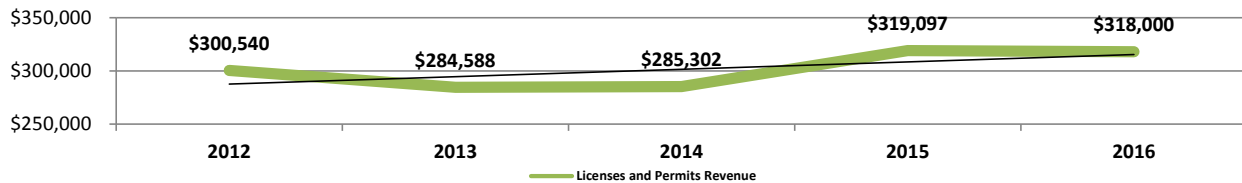
	<b>Tax Digest and 5 Year History</b>					
	2010	2011	2012	2013	2014	2015
<b>Real &amp; Personal</b>	\$564,247,211	\$545,778,551	\$526,375,750	\$528,670,575	\$514,818,572	\$547,351,669
<b>Motor Vehicle</b>	31,458,590	30,954,890	32,485,150	34,002,340	28,543,840	20,438,090
<b>Mobile Homes</b>						
<b>Public Utility</b>						
<b>Timber</b>	5,220					
<b>Heavy Duty Equipment</b>						
<b>Gross Digest</b>	595,711,021	576,733,441	558,860,900	562,672,915	543,362,412	567,789,759
<i>(dollar change over prior years)</i>		(18,977,580)	(17,872,541)	3,812,015	(19,310,503)	24,427,347
<i>(percentage change over prior years)</i>		-3.19%	-3.10%	0.68%	-3.43%	4.50%
<b>Less:</b>						
<b>Maintenance and Operations</b>						
<b>(M&amp;O) Exemptions:</b>	34,913,558	36,982,207	36,456,368	40,442,206	45,781,832	42,975,873
<i>(dollar change over prior year)</i>		2,068,649	(525,839)	3,985,838	5,339,626	(2,805,959)
<i>(percentage change over prior year)</i>		5.93%	-1.42%	10.93%	13.20%	-6.13%
<b>NET: M&amp;O Digest</b>	560,797,463	539,751,234	522,404,532	522,230,709	497,580,580	524,813,886
<i>(dollar change over prior year)</i>		(21,046,229)	(17,346,702)	(173,823)	(24,650,129)	27,233,306
<i>(percentage change over prior year)</i>		-3.75%	-3.21%	-0.03%	-4.72%	5.47%
<b>Millage (rate per thousand dollars)</b>	8.636	8.636	8.636	8.611	8.400	8.400
<b>Net Levy</b>	\$4,843,047	\$4,661,290	\$4,511,490	\$4,496,930	\$4,179,677	\$4,408,437
<i>(dollar change over prior year)</i>		(181,757)	(149,800)	(14,560)	(317,253)	228,760
<i>(percentage change over prior year)</i>		-3.75%	-3.21%	-0.32%	-7.05%	5.47%

General Fund  
Licenses and Permits

	Budget	Rolling Twelve Month Actual	Projection	Projected Over (Under) Budget	% Variance	% Weighted on Category
Total Licenses and Permits Revenues	\$ 425,500	\$ 348,710	\$ 356,000	\$ (69,500)	-16.33%	100.00%
<b>By Category</b>						
<b>Licenses</b>						
Beer License	65,000	36,190	39,000	(26,000)	-40.00%	37.41%
Wine License	63,000	33,790	37,000	(26,000)	-41.27%	37.41%
Liquor License	86,000	100,900	115,000	29,000	33.72%	41.73%
Sub-total Licenses	214,000	170,880	191,000	(23,000)	-10.75%	33.09%
<b>Permits</b>						
House Moving Permits						
Burn Permits						
Camera Ready Permits	15,000	4,350	17,000	2,000	13.33%	2.88%
Zoning & Land Use Permits	7,000	7,430	8,000	1,000	14.29%	1.44%
Sign Permits	15,000	10,930	12,000	(3,000)	-20.00%	4.32%
Catering Permits	1,000	2,050	2,000	1,000	100.00%	1.44%
Building Permits	113,000	70,610	54,000	(59,000)	-52.21%	84.89%
Plumbing Permits	7,000	15,310	11,000	4,000	57.14%	5.76%
Electrical Permits	11,000	19,880	15,000	4,000	36.36%	5.76%
Gas Permits	1,000	650	1,000		0.00%	
Mechanical Permits	3,000	7,160	7,000	4,000	133.33%	5.76%
Sub-total Licenses and Permits	173,000	138,370	127,000	(46,000)	-26.59%	66.19%
Insurance Regulatory Fees	37,500	36,410	36,000	(1,500)	-4.00%	2.16%
Interest on Business Licenses	1,000	3,050	2,000	1,000	100.00%	1.44%
Sub-total Licenses and Permits	38,500	39,460	38,000	(500)	-1.30%	0.72%
Total Licenses and Permits Revenues	\$ 425,500	\$ 348,710	\$ 356,000	\$ (69,500)	-16.33%	100.00%

General Fund  
Licenses and Permits

	2012	2013	2014	2015	2016
Licenses and Permits Revenue	\$ 300,540	\$ 284,588	\$ 285,302	\$ 319,097	\$ 318,000
(percentage change over prior years)		-5.31%	0.25%	11.85%	-0.34%
Licenses	\$ 196,800	\$ 207,180	\$ 203,030	\$ 160,860	\$ 191,000
(percentage change over prior years)		5.27%	-2.00%	-20.77%	18.74%
Permits	\$ 103,740	\$ 77,408	\$ 82,272	\$ 158,237	\$ 127,000
(percentage change over prior years)		-25.38%	6.28%	92.33%	-19.74%





Revenue Status Report - General Fund  
As of December 31, 2015  
(Unaudited)

**General Fund  
Intergovernmental Revenues**

	Budget	Rolling Twelve Month Actual	Projection	Projected Over (Under) Budget	% Variance	% Weighted on Category
Total Intergovernmental Revenues	\$ 107,280	\$ 294,800	\$ 107,970	\$ 690	0.64%	100.00%

**By Category**

**DNR Funding**

**Federal DEA Overtime**

**Reimbursement**

**City of Atlanta HIDTA**

**GMA Mutual Aid Reimbursements**

**School Resource Officers**

**Prism Training Revenue**

**Spalding County Board of Education**

**Reimbursement Spalding County**

**OGA - Griffin Spalding Development**

**Authority**

**Grants**

**LCI Grant ARC**

**LLEBG - Vest Grant**

**GA DOT Grants - LMIG**

**Byrne Grant**

**Grants from State of Georgia**

**FEMA Grants**

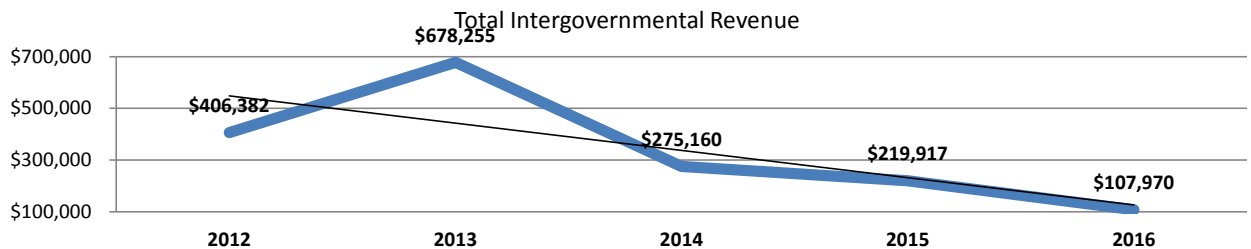
**State Capital Grant**

**Sub-total Grants**

Total Intergovernmental Revenues	\$ 107,280	\$ 294,800	\$ 107,970	\$ 690	0.64%	100.00%

**General Fund  
Intergovernmental**

	2012	2013	2014	2015	2016
<b>Total Intergovernmental Revenue</b>	\$ 406,382	\$ 678,255	\$ 275,160	\$ 219,917	\$ 107,970
<i>(percentage change over prior years)</i>		66.90%	-59.43%	-20.08%	-50.90%
<b>Intergovernmental Reimbursements</b>	\$ 381,882	\$ 549,485	\$ 226,770	\$ 212,717	\$ 107,970
<i>(percentage change over prior years)</i>		43.89%	-58.73%	-6.20%	-49.24%
<b>Grants</b>	\$ 24,500	\$ 128,770	\$ 48,390	\$ 7,200	
<i>(percentage change over prior years)</i>		425.59%	-62.42%	-85.12%	-100.00%





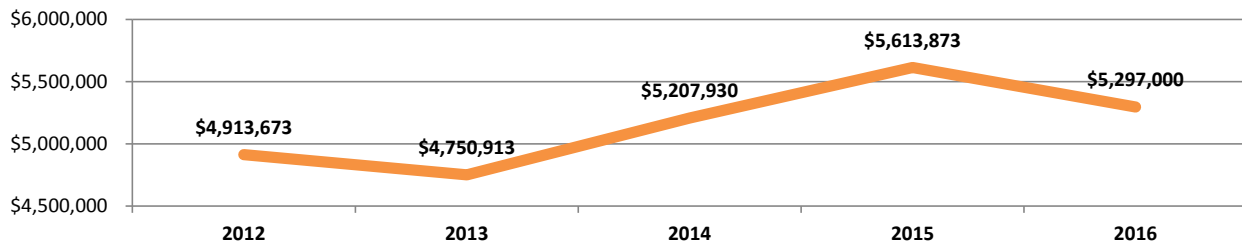
Revenue Status Report - General Fund  
As of December 31, 2015  
(Unaudited)

**General Fund  
Charges for Services**

	Budget	Rolling Twelve Month Actual	Projection	Projected Over (Under) Budget	% Variance	% Weighted on Category
Total Charges for Services Revenues	\$ 5,304,699	\$ 5,376,070	\$ 5,297,000	\$ (7,699)	-0.15%	100.00%
<b>By Category</b>						
Indirect Cost Allocations	5,059,124	5,127,960	5,059,000	(124)	0.00%	1.61%
Returned Check Fees		40				
Election Qualifying Fees	2,400	1,860	2,000	(400)	-16.67%	5.20%
Business Occupation Tax						
Administration Fee	25,000	28,180	27,000	2,000	8.00%	25.98%
Business List Reports						
Data Processing Fees	14,000	18,710	14,000		0.00%	
Credit Card Fees		300	1,000	1,000	100.00%	12.99%
Fire Inspections		30				
Cemetery Fees	155,725	133,340	134,000	(21,725)	-13.95%	282.18%
Pool Service Fees	5,250	7,370	6,000	750	14.29%	9.74%
Sale of Recycled Materials		460				
Pavilion Rental	7,000	3,730	6,000	(1,000)	-14.29%	12.99%
Plan Review Fees	25,000	3,130	8,000	(17,000)	-68.00%	220.81%
Reimbursement Fees	5,000	11,800	6,000	1,000	20.00%	12.99%
Demolition Recovery Fees	5,000	33,680	30,000	25,000	500.00%	324.72%
Customer Service Fee						
Zoning Application Fees	1,200	5,480	4,000	2,800	233.33%	36.37%
Total Charges for Services Revenues	\$ 5,304,699	\$ 5,376,070	\$ 5,297,000	\$ (7,699)	-0.15%	100.00%

**General Fund  
Charges for Services**

	2012	2013	2014	2015	2016
Charges for Services Revenue	\$ 4,913,673	\$ 4,750,913	\$ 5,207,930	\$ 5,613,873	\$ 5,297,000
(percentage change over prior years)		-3.31%	9.62%	7.79%	-5.64%
Indirect Cost Allocations	\$ 5,350,680	\$ 5,226,640	\$ 5,059,000	\$ 5,350,680	\$ 5,059,000
(percentage change over prior years)		-2.32%	-3.21%	5.77%	-5.45%
Charges for Services	(437,007)	(475,727)	\$ 148,930	\$ 263,193	\$ 238,000
(percentage change over prior years)		8.86%	-131.31%	76.72%	-9.57%



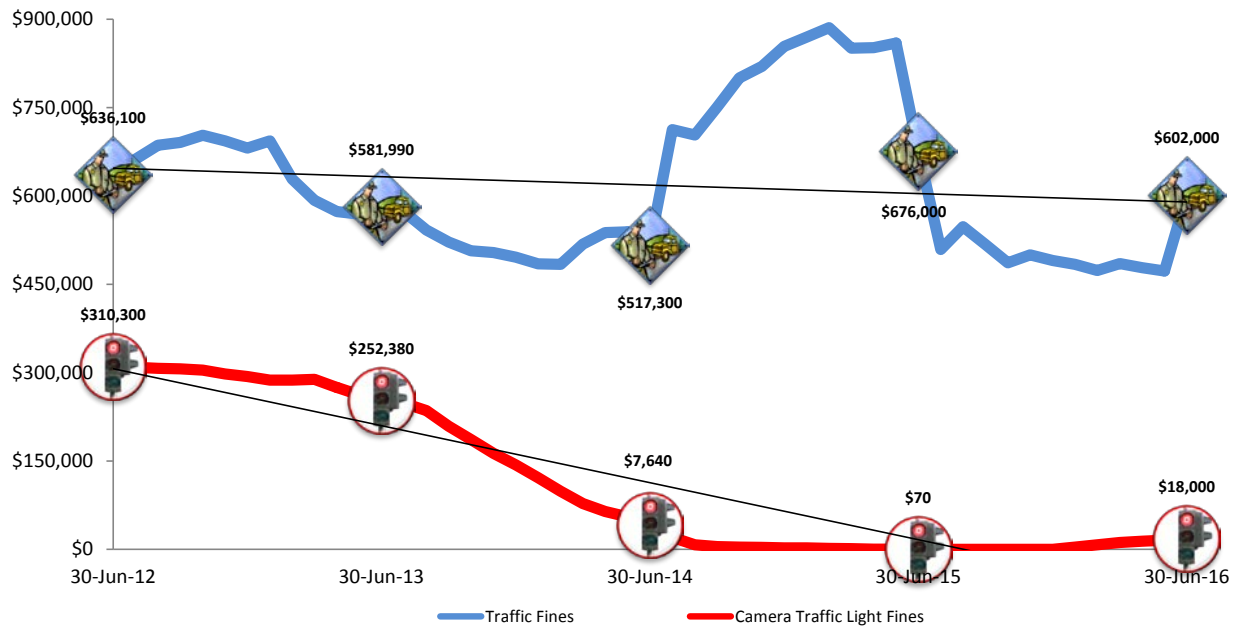
General Fund  
Fines and Forfeitures

	Budget	Rolling Twelve Month Actual	Projection	Projected Over (Under) Budget	% Variance	% Weighted on Category
Total Fines and Forfeitures Revenue	\$ 666,000	\$ 519,920	\$ 644,000	\$ (22,000)	-3.30%	100.00%

By Category

Police Revenue	14,000	19,390	16,000	2,000	14.29%	9.09%
Traffic Fines	650,000	490,460	602,000	(48,000)	-7.38%	218.18%
Camera Traffic Light Fines			18,000	18,000	100.00%	81.82%
Code Violations						
Seat Belt Fines						
Ordinance Fines	2,000	10,070	8,000	6,000	300.00%	27.27%

Total Fines and Forfeitures Revenue	\$ 666,000	\$ 519,920	\$ 644,000	\$ (22,000)	-3.30%	100.00%
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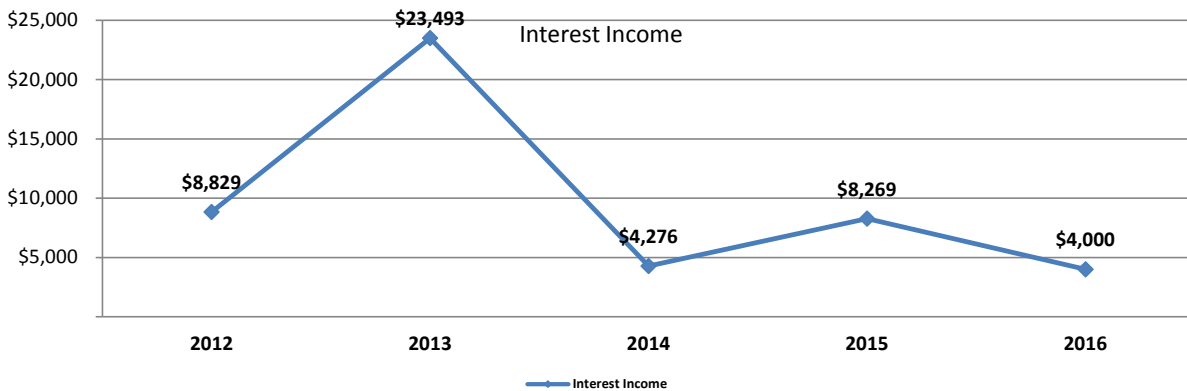
Revenue Status Report - General Fund  
As of December 31, 2015  
(Unaudited)

General Fund Other Revenues							
	Budget	Rolling Twelve Month Actual	Projection	Projected Over (Under) Budget	% Variance	% Weighted on Category	
<b>Other Revenues</b>							
Investment Income	\$ 5,000	\$ 4,130	<u>\$ 4,000</u>	\$ (1,000)	-20.00%	0.84%	
<b>Rents, Royalties and Other</b>							
Rents	191,500	209,800	189,720	(1,780)	-0.93%	1.50%	
Insurance Claims		18,410	22,170	22,170	100.00%	18.72%	
Miscellaneous Revenue		2,520	1,930	1,930	100.00%	1.63%	
GMA Safety Grant							
Contributions and Donations	1,000	2,610	<u>1,250</u>	250	25.00%	0.21%	
<b>Sub-total Rents, Royalties and Other</b>	<b>192,500</b>	<b>233,340</b>	<b><u>215,070</u></b>	<b>22,570</b>	<b>11.72%</b>	<b>19.06%</b>	
<b>Proceeds and Other Financing Sources</b>							
Proceeds of GMA Leases							
Proceeds of Sales of Fixed Assets		40,290					
<b>Sub-total Proceeds and Other Financing Sources</b>		<b>40,290</b>					
<b>Transfers:</b>							
Transfer from Confiscated Assets Fund							
Transfer from Hotel Motel Tax Fund	25,710	25,090	25,840	130	0.51%	0.11%	
Transfer from Police Tech Fund							
Transfer from Court Tech Fund							
Transfer from Cemetery Fund							
Transfer from Water/Wastewater Fund	1,800,000	1,800,000	1,800,000		0.00%	0.00%	
Transfer from Electric Fund	7,974,156	8,800,000	7,800,000	(174,156)	-2.18%	147.07%	
Transfer from Welcome Center Fund		16,740	17,020	17,020	100.00%	14.37%	
Transfer from Solid Waste Fund	226,040		226,040		0.00%	0.00%	
Transfer from Airport Fund							
Transfer from Storm Water Fund							
Transfer from Golf Course							
Transfer from Motor Pool							
Transfer from GBTA		16,740	17,020	17,020	100.00%	14.37%	
<b>Sub-total Transfers from Other Funds</b>	<b>10,025,906</b>	<b>10,658,570</b>	<b><u>9,885,920</u></b>	<b>(139,986)</b>	<b>-1.40%</b>	<b>118.22%</b>	
<b>Total Other Revenues</b>	<b>\$ 10,223,406</b>	<b>\$ 10,936,330</b>	<b>\$ <u>10,104,990</u></b>	<b>\$ (118,416)</b>	<b>-1.16%</b>	<b>100.00%</b>	



**General Fund  
Other Revenues**

	2012	2013	2014	2015	2016
<b>Interest Income</b> <i>(percentage change over prior years)</i>	\$ 8,829	\$ 23,493 166.09%	\$ 4,276 -81.80%	\$ 8,269 93.38%	\$ 4,000 -51.63%
<b>Rental Income</b> <i>(percentage change over prior years)</i>	\$ 196,689	\$ 193,874 -1.43%	\$ 193,944 0.04%	\$ 175,598 -9.46%	\$ 189,720 8.04%
<b>Donations and Contributions</b> <i>(percentage change over prior years)</i>	\$ 454	-100.00%	0.00%	\$ 8,129 0.00%	\$ 1,250 -84.62%
<b>Other Revenues</b> <i>(percentage change over prior years)</i>	\$ 4,957	\$ 16,871 240.35%	\$ 28,556 69.26%	\$ 67,729 137.18%	\$ 24,100 -64.42%



*" Great leaders boast a range of skills and traits, but one of the most underrated is a keen grasp of psychology. "*

-- Jason Shah,  
founder and CEO of DO, writing at [Fast Company online](#)



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