



# **Revenue Status Report General Fund As of March 31, 2016**

(Unaudited - Internal Use Only)

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

Sixth District business contacts indicated that economic conditions, from mid-February through March, were unchanged from the previous report. However, the short term (next three to six months) outlook for growth among the majority of firms remains positive.

Retail sales grew for low-end retailers, while high-end sales softened over the reporting period. Automotive dealers cited improved sales levels since the previous report. Tourism-related contacts noted domestic and business travel remained solid. Residential real estate builders indicated that construction was up, new home sales were slightly up, and inventory levels were mixed compared with a year ago. Residential real estate brokers indicated that existing home sales were mixed and inventory levels were down from a year earlier. Most real estate contacts noted modest home price appreciation. Demand for commercial real estate continued to improve and construction increased from the year-ago level across most of the District. Manufacturers cited increases in new orders and production. On balance, bankers reported improvements in credit conditions. Reports on hiring were mixed. Firms noted stable wage growth and soft non-labor input costs.

**Consumer Spending and Tourism**

Off-price District retailers continued to experience rising demand. However, high-end merchants reported softer sales activity, particularly from international shoppers, from mid-February through March compared with a year earlier. Auto retailers experienced higher sales activity in February compared with the previous reporting period and noted that continued lower fuel prices was prompting some buyers to purchase larger vehicles. On balance, the outlook among District merchants remains positive.

Across the District, hospitality contacts reported domestic and business travel remained strong, while Florida and Georgia reported softening demand from international visitors from a year ago. Capital expenditures on tourism-related infrastructure for 2016 are expected to be in line with or above 2015 levels. The outlook remains optimistic as advanced bookings in the hotel and conference segments is strong for the second quarter.

**Real Estate and Construction**

Reports on activity from District residential real estate contacts continued to be upbeat. The majority of builders reported that construction activity was up from the year-ago level. Many builders indicated that home sales were up slightly relative to one year earlier while broker reports remained mixed. The majority of builders and brokers indicated that buyer traffic was flat to slightly up from one year ago. Most brokers continued to note that inventory levels were down from the year earlier level, while the inventory report from builders remained mixed. Builder and broker contacts reported modest gains in home prices. Many real estate contacts expect home sales to increase slightly over the next three months, while the majority of builders expect construction activity to be flat to slightly up over the same time period.

District commercial real estate brokers reported improvement in demand resulting in increased absorption and rent growth across property types, but cautioned that the rate of improvement varied by metropolitan area, submarket, and property type. Commercial contractors indicated that the pace of nonresidential construction activity had increased from one year ago, with many reporting backlogs of one to two years. Reports on multifamily construction suggested that activity remained fairly robust across the District, although there seemed to be growing concerns around overbuilding. District commercial real estate contacts expect the pace of construction activity to increase slightly over the next quarter.

**Manufacturing and Transportation**

Industry contacts indicated that overall manufacturing activity continued to strengthen from mid-February through March. New orders increased and production levels were higher than the previous report. Payroll levels rose slightly. Supply delivery times were faster and finished inventory levels were notably higher. Input prices continued to be low. Expectations for future production fell from the previous reporting period, with a little less than one-third of businesses anticipating an increase in production levels.

Transportation activity in the District was largely unchanged, on net, since the last report. Year-to-date total rail traffic was down as coal, farm products, petroleum, primary metal products, and forest, lumber, and wood shipments declined substantially compared with year earlier levels; however, intermodal and auto shipments increased. Trucking contacts cited notable increases in overall tonnage during the reporting period. Port contacts cited continued growth in container traffic, bulk and break bulk cargo, and autos.

**Banking and Finance**

Banking contacts reported that credit remained available with attractive terms for qualified borrowers. The increase in bank lending rates was noted as having little impact on borrowing or lending behavior. Credit availability tightened somewhat for financially and economically vulnerable companies and for risky deals. Traditional institutions were less willing to lend for development and developers often turned to private equity firms for financing. Financial institutions in areas dependent on the energy sector noted continued risk, with some adding additional reserves for bad debt. Business contacts continued to indicate that credit was readily available, though activity tended to be focused on refinancing or paying down debt. Demand for business loans increased in metropolitan areas but was weak in rural areas.

**Employment and Prices**

Firms seeking employees for high-demand fields, such as information technology, engineering, and construction continued to experience difficulty filling jobs. Outside of these specialized fields, challenges finding workers eased some. Some businesses that hired inexperienced workers to fill open positions reported an increase in training investment. The oil and gas industry continued to impose layoffs as conditions deteriorated.

Most contacts reported relatively stable wage growth, despite continued upward pressure for select high-skill positions and high-demand sectors.

Most contacts reported relatively stable wage growth, despite continued upward pressure for select high-skill positions and high-demand sectors. Several businesses noted strength in margins, as they successfully held the line on prices in the face of soft or declining input costs. According to the Atlanta Fed's Business Inflation Expectations (BIE) survey, year-over-year unit costs were up 1.3 percent. Survey respondents also indicated they expect unit costs to rise 1.8 percent over the next 12 months.

#### Natural Resources and Agriculture

Contacts indicated that output and supply of oil and gas continued to remain greater than demand. Oil and gas business activity continued to decline and investment activity focused on maintenance. The unusually warm winter weather decreased natural gas demand. Refineries began spring maintenance outages that are not expected to adversely affect the supply of gasoline, jet fuel, or distillate fuel. Utilities experienced normal usage in residential power across the District while commercial and industrial sector usage slowed.

Agricultural conditions were mixed, while most of the District remained drought free, there were some areas in Florida, Georgia, and Louisiana categorized as abnormally dry. Due to excessive rain and flooding earlier in the year, the USDA designated several counties in central and southern Florida as primary natural disaster areas. Florida's orange crop forecast increased from the previous month but continued to be lower than last season. On a year-over-year basis, monthly prices paid to farmers for corn, cotton, rice, soybeans, beef, broilers, and eggs have declined.

Last update: April 13, 2016



## Snapshot of Economy and Interest Rates

#### Economic Growth

	Current Period	Previous Period	Year Ago
<b>Real GDP growth</b>	IV Q 2015	III Q 2015	Year Ago
Annual rate, constant dollars	1.4 %	2.0 %	2.2 %
<b>Retail Sales</b>	Feb	Jan	Year Ago
\$ billions	447.31	449.90	437.01
<b>Industrial production index</b>	Feb	Jan	12 month change
Change, monthly and annually	-0.5%	0.8%	0.5%
<b>Leading indicators index</b>	Feb	Jan	6 month change
Change, monthly and annually	0.1 %	-0.2 %	0.3 %
<b>New housing starts</b>	Feb	Jan	Year Ago
Thousands of units, annualized	1,178	1,099	897
<b>Purchasing Management Index</b>	Feb	Jan	Year Ago
National Association of Purchasing Management	49.5	48.2	52.9

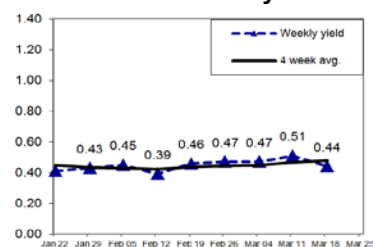
#### Inflation

<b>Consumer Price Index</b>	Feb	Jan	12 month change
Change, monthly and annually	-0.2%	0.1%	1.1%
<b>Producer price index</b>	Feb	Jan	12 month change
Change, monthly and annually, seasonally adjusted	-0.2 %	0.1 %	0.9 %
<b>GDP price deflator</b>	IV Q 2015	III Q 2015	Year Ago
Annual rate	0.9 %	1.3 %	0.1 %
<b>Unemployment rate</b>	Feb	Jan	Year Ago
BLS	4.9 %	4.9 %	5.5 %

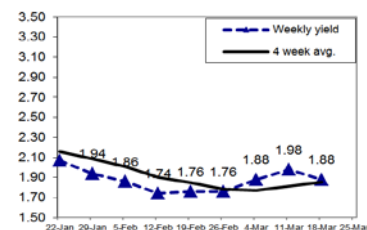
#### Other

<b>Money market fund maturities</b>	Mar 15	Feb 23	Mar-15
Average portfolio maturity			
(Money Fund Report Averages TM)	39 days	38 days	43 days

#### Moving Averages 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, 2015	1.00%	0.01%	0.01%
Jan. 1, 2016	7.00%	0.02%	0.01%
Feb. 1, 2016	9.00%	0.03%	0.02%
Mar. 1, 2016	10.00%	0.03%	0.02%
Apr. 1, 2016	11.00%	0.04%	0.02%

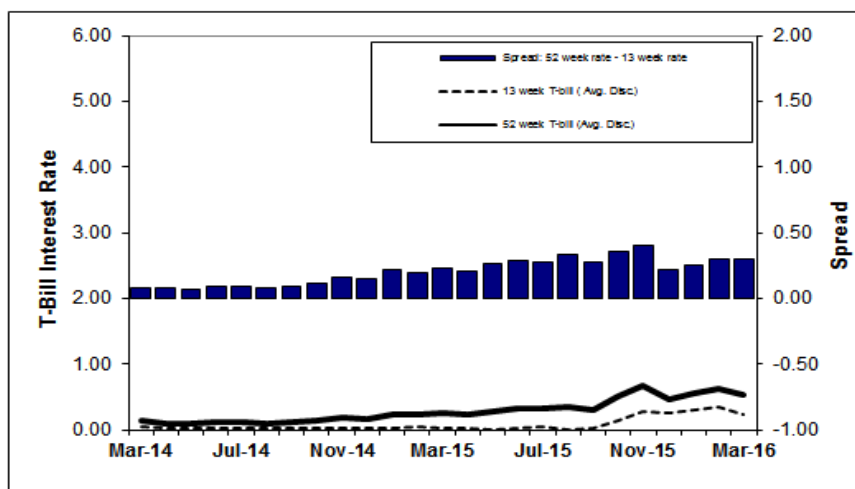
### S&P Rated LGIP Index

Date	7-Day Yield	30-Day Yield	Maturity (Days)
Apr. 8, 2016	0.24%	0.24%	35

### Key Rates: Cash Markets

Rate	3/25/2016	Year Ago
Fed funds	0.39	0.14
CDs: Three months	0.09	0.09
CDs: Six months	0.14	0.13
BAAs: One month	0.40	0.15
T-bills: 90-day yield	0.22	0.03
Commercial Paper, Dealer-Placed, 3 months	0.32	0.11
Bond Buyer 20-bond municipal index	3.28	3.45

## Relative Yield Chart



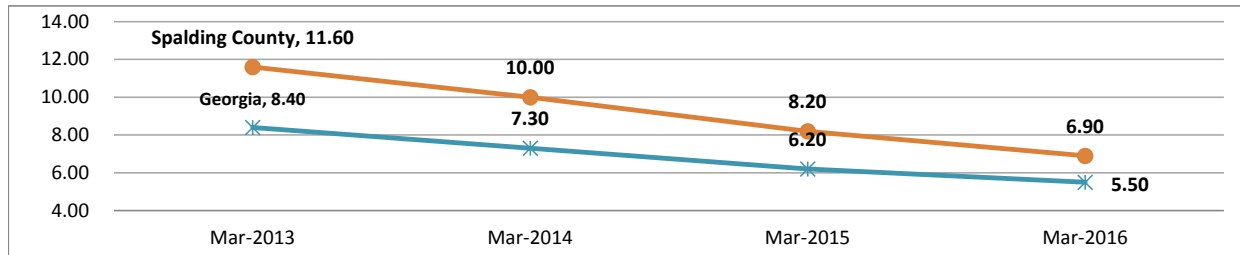
### Notes

**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 AAam by Standard & Poor's and represents pools that strive to maintain a stable net asset value.

## II. Unemployment Numbers



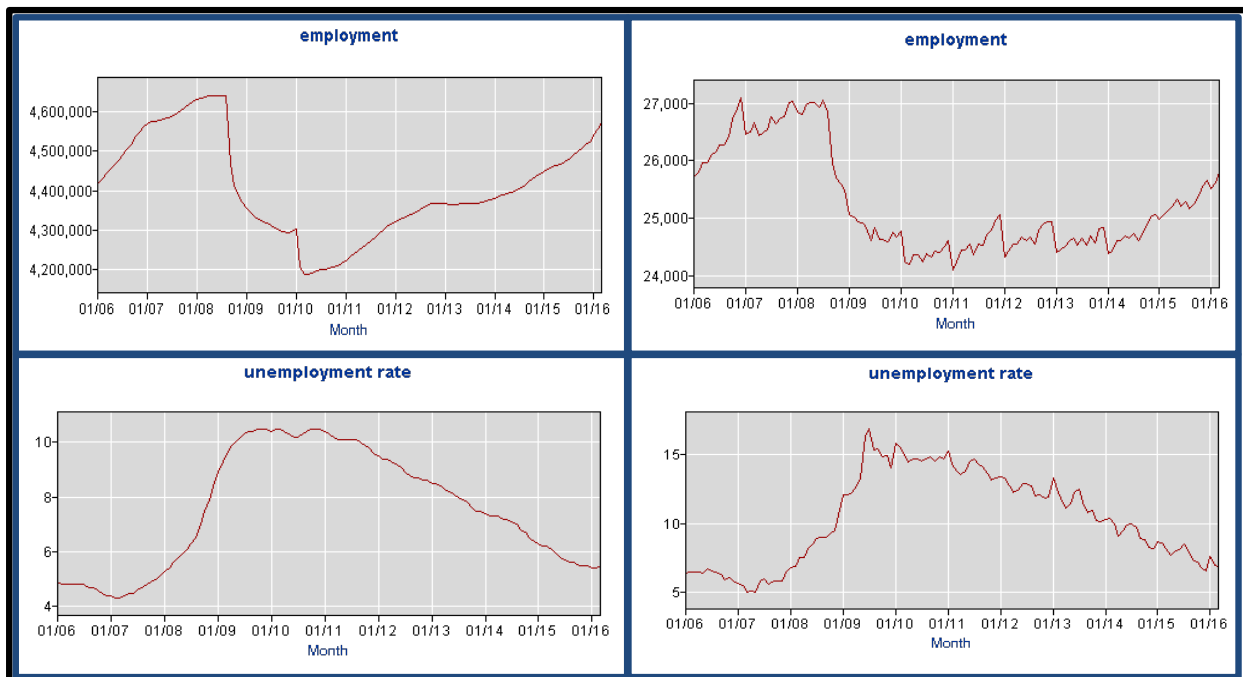
### Latest Unemployment Figures

Georgia	Labor Force	Employment	Un-employment	Un-employment Rate	# Change in Un-employment	% Change in Un-employment
Mar-2013	4,764,558	4,364,115	400,443	8.40		
Mar-2014	4,735,417	4,389,987	345,430	7.30	(55,013)	-13.74%
Mar-2015	4,751,795	4,459,405	292,390	6.20	(53,040)	-15.35%
Mar-2016	4,839,597	4,573,746	265,851	5.50	(26,539)	-9.08%

Spalding County	Labor Force	Employment	Un-employment	Un-employment Rate	# Change in Un-employment	% Change in Un-employment
Mar-2013	27,724	24,507	3,217	11.60		
Mar-2014	27,362	24,617	2,745	10.00	(472)	-14.67%
Mar-2015	27,387	25,131	2,256	8.20	(489)	-17.81%
Mar-2016	27,725	25,811	1,914	6.90	(342)	-15.16%

#### 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 March 31, 2016**  
(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	\$ 28,945,900	\$ 27,706,350	\$ 100,165	0.36%	100.00%
<b>By Category</b>						
<b>Operating Revenue</b>						
Taxes	10,879,300	11,306,940	<u>11,159,000</u>	279,700	2.57%	279.24%
Licenses and Permits	425,500	349,760	<u>341,000</u>	(84,500)	-19.86%	84.36%
Charges for Services	5,304,699	5,364,410	<u>5,309,000</u>	4,301	0.08%	4.29%
Fines and Forfeitures	666,000	562,600	<u>676,000</u>	10,000	1.50%	9.98%
Rents and Royalties	191,500	223,780	<u>207,430</u>	15,930	8.32%	15.90%
<b>Total Operating Revenue</b>	<b>17,466,999</b>	<b>17,807,490</b>	<b>17,692,430</b>	<b>225,431</b>	<b>1.29%</b>	<b>225.06%</b>
<b>Non-operating Income</b>						
Intergovernmental	107,280	296,100	<u>107,970</u>	690	0.64%	0.69%
Interest/Investment Income	5,000	5,510	<u>7,000</u>	2,000	40.00%	2.00%
Contributions and Donations	1,000	3,900	<u>2,650</u>	1,650	165.00%	1.65%
Gain (Loss) on Sale of Capital Assets		13,040				
<b>Total Non-operating Income</b>	<b>113,280</b>	<b>318,550</b>	<b>117,620</b>	<b>4,340</b>	<b>3.83%</b>	<b>4.33%</b>
<b>Transfers in from Other Funds</b>	<b>10,025,906</b>	<b>10,819,860</b>	<b><u>9,896,300</u></b>	<b>(129,606)</b>	<b>-1.29%</b>	<b>129.39%</b>
<b>Total Revenues</b>	<b>\$ 27,606,185</b>	<b>\$ 28,945,900</b>	<b>\$ 27,706,350</b>	<b>\$ 100,165</b>	<b>0.36%</b>	<b>100.00%</b>

**Adjustments:**

Gain (Loss) on Sale of Capital Assets: \$ 13,040

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

Gain (Loss) on Sale of Capital Assets

after Adjustments: 13,040

**Total Adjustments:**

<b>Total Revenues after Adjustments</b>	<b>\$ 27,606,185</b>	<b>\$ 28,945,900</b>	<b>\$ 27,706,350</b>	<b>\$ 100,165</b>	<b>0.36%</b>
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**ANALYSIS:**

Total General Fund Revenues as of the date of this report are forecast at \$27.7 million after adjustments (up \$100 thousand or 0.36 percent of Budget).

As of March 31, 2016 the revenue forecast model projects Local Option Sales Tax (LOST) revenues at \$3.56 million (up \$157 thousand dollars or 4.6 percent of Budget).





**Revenue Status Report - General Fund**  
**As of March 31, 2016**  
(Unaudited)

**V. Revenues**

<b>General Fund Tax Revenues</b>							
	Budget	Rolling Twelve Month Actual	Projection	Projected Over (Under) Budget	% Variance	% Weighted on Category	
<b>Total Tax Revenues</b>	\$ 10,879,300	\$ 11,306,940	\$ 11,159,000	\$ 279,700	2.57%	100.00%	
<b>By Category</b>							
<b>Property Taxes</b>							
Real Property Tax	3,725,000	3,740,090	3,729,000	4,000	0.11%	1.43%	
Public Utility Tax	47,000	47,830	48,000	1,000	2.13%	0.36%	
Motor Vehicle Tax	122,000	124,460	119,000	(3,000)	-2.46%	1.07%	
MV Title Ad Valorem Tax (TAVT)	533,000	476,770	468,000	(65,000)	-12.20%	23.24%	
Intangible Tax	23,000	22,010	23,000		0.00%		
Railroad Equipment Tax	5,300	5,830	6,000	700	13.21%	0.25%	
Real Estate Transfer Tax	13,000	10,530	10,000	(3,000)	-23.08%	1.07%	
Timber Tax		360					
Real Property Tax - Prior Year		59,250					
Heavy Equipment Tax							
Property not on Tax Digest		1,560	2,000	2,000	100.00%	0.72%	
<b>Sub-total Property Taxes</b>	<b>4,468,300</b>	<b>4,488,690</b>	<b>4,405,000</b>	<b>(63,300)</b>	<b>-1.42%</b>	<b>22.63%</b>	
<b>Franchise Taxes</b>							
Franchise Fees - Electric	51,000	53,000	53,000	2,000	3.92%	0.72%	
Franchise Fees - Natural Gas	155,000	156,190	156,000	1,000	0.65%	0.36%	
Franchise Fees - Cable Television	231,000	224,550	228,000	(3,000)	-1.30%	1.07%	
Franchise Fees - Telephone	107,000	69,620	73,000	(34,000)	-31.78%	12.16%	
Franchise Fees - Video Service	16,000	31,770	32,000	16,000	100.00%	5.72%	
<b>Sub-total Franchise Fee Taxes</b>	<b>560,000</b>	<b>535,130</b>	<b>542,000</b>	<b>(18,000)</b>	<b>-3.21%</b>	<b>6.44%</b>	
<b>Food and Beverage Taxes</b>							
Wine Tax							
Beer Excise Tax	542,000	607,750	607,000	65,000	11.99%	23.24%	
Liquor Excise Tax	85,000	46,950	40,000	(45,000)	-52.94%	16.09%	
<b>Sub-total Beer, Wine, Liquor &amp; Mixed Drink Tax</b>	<b>627,000</b>	<b>654,700</b>	<b>647,000</b>	<b>20,000</b>	<b>3.19%</b>	<b>7.15%</b>	
Payment in Lieu of Taxes	5,000	1,790	2,000	(3,000)	-60.00%	1.07%	
Local Option Sales Tax (LOST)	3,400,000	3,588,740	3,557,000	157,000	4.62%	56.13%	
Hotel Motel Tax							
Business Occupation Tax	440,000	523,520	493,000	53,000	12.05%	18.95%	
Insurance Premium Tax	1,250,000	1,362,940	1,363,000	113,000	9.04%	40.40%	
Financial Institution Tax	85,000	90,720	91,000	6,000	7.06%	2.15%	
Penalty and Interest on Delinquent Taxes	44,000	55,060	55,000	11,000	25.00%	3.93%	
Penalty and Interest on Delinquent Business Licenses and Permits		5,650	4,000	4,000	100.00%	1.43%	
Homeowner's Tax Relief Grant							
<b>Total Tax Revenues</b>	<b>\$ 10,879,300</b>	<b>\$ 11,306,940</b>	<b>\$ 11,159,000</b>	<b>\$ 279,700</b>	<b>2.57%</b>	<b>100.00%</b>	

**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 March 31, 2016 the revenue forecast model projects Local Option Sales Tax (LOST) revenues at \$3.56 million (up \$157 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 March 31, 2016		Amount of Distribution		
Jurisdiction	Tax Type	For the Month	Last Twelve Months	Current Fiscal Year
CITY OF GRIFFIN (LOST)	LOST	\$ 278,293	\$ 3,573,256	\$ 2,696,560
SPALDING COUNTY-GRIFFIN BD OF EDUCATION (ELOST)	ELOST	\$ 691,112	\$ 8,861,694	\$ 6,688,095
SPALDING COUNTY BOARD OF COMMISSIONERS (LOST)	LOST	\$ 408,825	\$ 5,249,738	\$ 3,961,708
SPALDING COUNTY BOARD OF COMMISSIONERS (SPLOST)	SPLOST	\$ -	\$ 37,318	\$ 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

**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	\$ 4,405,000
<i>(percentage change over prior years)</i>		-4.89%	9.62%	-6.18%	-3.04%
<b>Penalty and Interest on Delinquent Taxes</b>	\$ 56,200	\$ 36,690	\$ 51,150	\$ 48,360	\$ 55,000
<i>(percentage change over prior years)</i>		-34.72%	39.41%	-5.45%	13.73%

(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).

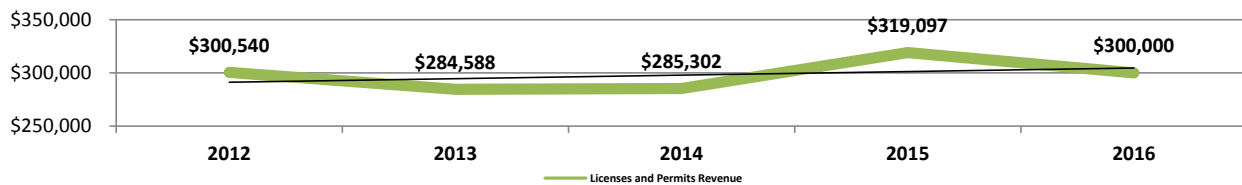
	<b>Tax Digest and 5 Year History</b>					
	2010	2011	2012	2013	2014	2015
<b>Real &amp; Personal</b>	\$564,247,211	\$545,778,551	\$526,375,750	\$528,670,575	\$514,818,572	\$547,351,669
<b>Motor Vehicle</b>	31,458,590	30,954,890	32,485,150	34,002,340	28,543,840	20,438,090
<b>Mobile Homes</b>						
<b>Public 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	\$ 349,760	\$ 341,000	\$ (84,500)	-19.86%	100.00%
<b>By Category</b>						
<b>Licenses</b>						
Beer License	65,000	33,940	35,000	(30,000)	-46.15%	35.50%
Wine License	63,000	32,940	33,000	(30,000)	-47.62%	35.50%
Liquor License	86,000	99,500	102,000	16,000	18.60%	18.93%
Sub-total Licenses	214,000	166,380	170,000	(44,000)	-20.56%	52.07%
<b>Permits</b>						
House Moving Permits		200				
Burn Permits						
Camera Ready Permits	15,000	3,700	13,000	(2,000)	-13.33%	2.37%
Zoning & Land Use Permits	7,000	7,580	8,000	1,000	14.29%	1.18%
Sign Permits	15,000	10,580	12,000	(3,000)	-20.00%	3.55%
Catering Permits	1,000	2,000	2,000	1,000	100.00%	1.18%
Building Permits	113,000	77,160	61,000	(52,000)	-46.02%	61.54%
Plumbing Permits	7,000	12,940	10,000	3,000	42.86%	3.55%
Electrical Permits	11,000	19,070	15,000	4,000	36.36%	4.73%
Gas Permits	1,000	600	1,000		0.00%	
Mechanical Permits	3,000	7,990	8,000	5,000	166.67%	5.92%
Sub-total Licenses and Permits	173,000	141,820	130,000	(43,000)	-24.86%	50.89%
Insurance Regulatory Fees	37,500	38,510	39,000	1,500	4.00%	1.78%
Interest on Business Licenses	1,000	3,050	2,000	1,000	100.00%	1.18%
Sub-total Licenses and Permits	38,500	41,560	41,000	2,500	6.49%	2.96%
Total Licenses and Permits Revenues	\$ 425,500	\$ 349,760	\$ 341,000	\$ (84,500)	-19.86%	100.00%

General Fund  
Licenses and Permits

	2012	2013	2014	2015	2016
Licenses and Permits Revenue (percentage change over prior years)	\$ 300,540	\$ 284,588	\$ 285,302	\$ 319,097	\$ 300,000
		-5.31%	0.25%	11.85%	-5.98%
Licenses (percentage change over prior years)	\$ 196,800	\$ 207,180	\$ 203,030	\$ 160,860	\$ 170,000
		5.27%	-2.00%	-20.77%	5.68%
Permits (percentage change over prior years)	\$ 103,740	\$ 77,408	\$ 82,272	\$ 158,237	\$ 130,000
		-25.38%	6.28%	92.33%	-17.84%





**Revenue Status Report - General Fund**  
**As of March 31, 2016**  
(Unaudited)

**General Fund**  
**Intergovernmental Revenues**

	Budget	Rolling Twelve Month Actual	Projection	Projected Over (Under) Budget	% Variance	% Weighted on Category
Total Intergovernmental Revenues	\$ 107,280	\$ 296,100	\$ 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**

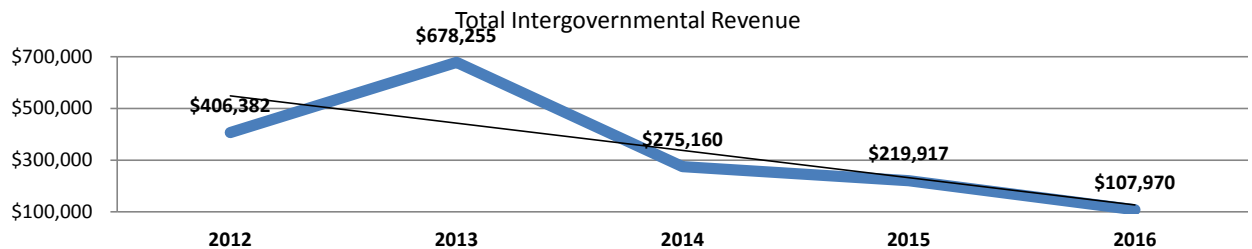
**State Capital Grant**

**Sub-total Grants**

Total Intergovernmental Revenues	\$ 107,280	\$ 296,100	\$ 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%





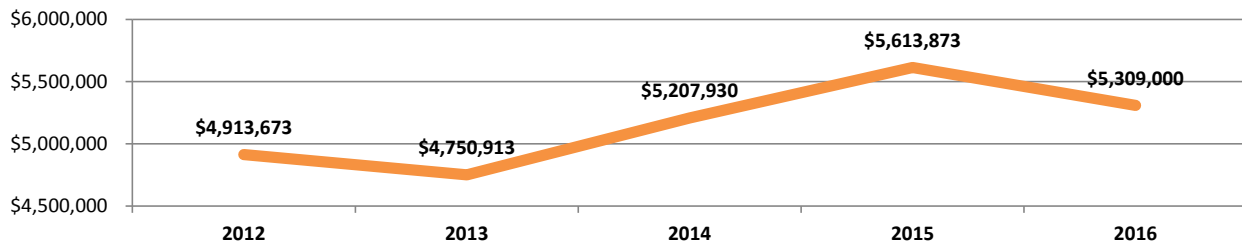
Revenue Status Report - General Fund  
As of March 31, 2016  
(Unaudited)

**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	\$ 5,364,410	\$ 5,309,000	\$ 4,301	0.08%	100.00%
<b>By Category</b>						
Indirect Cost Allocations	5,059,124	5,108,450	5,059,000	(124)	0.00%	2.88%
Returned Check Fees		40				
Election Qualifying Fees	2,400	1,860	2,000	(400)	-16.67%	9.30%
Business Occupation Tax						
Administration Fee	25,000	32,640	31,000	6,000	24.00%	139.50%
Business List Reports						
Data Processing Fees	14,000	12,340	12,000	(2,000)	-14.29%	46.50%
Credit Card Fees		400	1,000	1,000	100.00%	23.25%
Fire Inspections		60				
Cemetery Fees	155,725	128,940	131,000	(24,725)	-15.88%	574.87%
Pool Service Fees	5,250	7,370	6,000	750	14.29%	17.44%
Sale of Recycled Materials						
Pavilion Rental	7,000	4,590	7,000		0.00%	
Plan Review Fees	25,000	3,620	4,000	(21,000)	-84.00%	488.26%
Reimbursement Fees	5,000	11,560	7,000	2,000	40.00%	46.50%
Demolition Recovery Fees	5,000	46,260	43,000	38,000	760.00%	883.52%
Customer Service Fee						
Zoning Application Fees	1,200	6,280	6,000	4,800	400.00%	111.60%
Total Charges for Services Revenues	\$ 5,304,699	\$ 5,364,410	\$ 5,309,000	\$ 4,301	0.08%	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	\$ 5,309,000
(percentage change over prior years)		-3.31%	9.62%	7.79%	-5.43%
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	\$ 250,000
(percentage change over prior years)		8.86%	-131.31%	76.72%	-5.01%



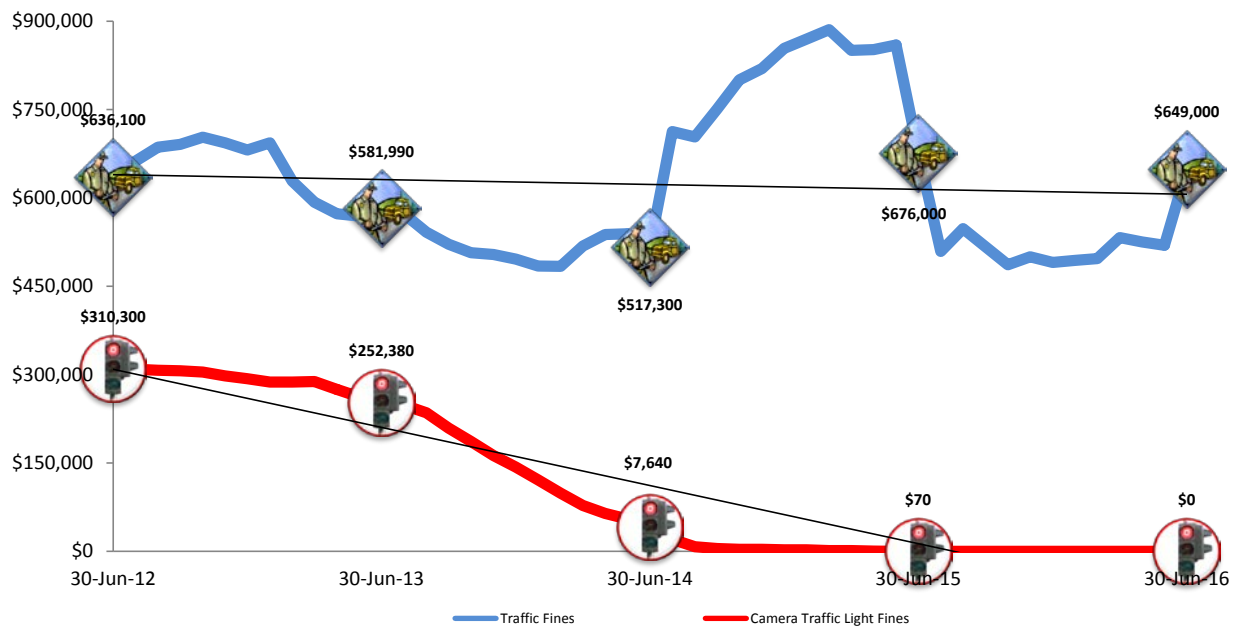
General Fund  
Fines and Forfeitures

	Budget	Rolling Twelve Month Actual	Projection	Projected Over (Under) Budget	% Variance	% Weighted on Category
Total Fines and Forfeitures Revenue	\$ 666,000	\$ 562,600	\$ 676,000	\$ 10,000	1.50%	100.00%

By Category

Police Revenue	14,000	19,310	18,000	4,000	28.57%	40.00%
Traffic Fines	650,000	532,570	649,000	(1,000)	-0.15%	10.00%
Camera Traffic Light Fines						
Code Violations						
Seat Belt Fines						
Ordinance Fines	2,000	10,720	9,000	7,000	350.00%	70.00%

Total Fines and Forfeitures Revenue	\$ 666,000	\$ 562,600	\$ 676,000	\$ 10,000	1.50%	100.00%
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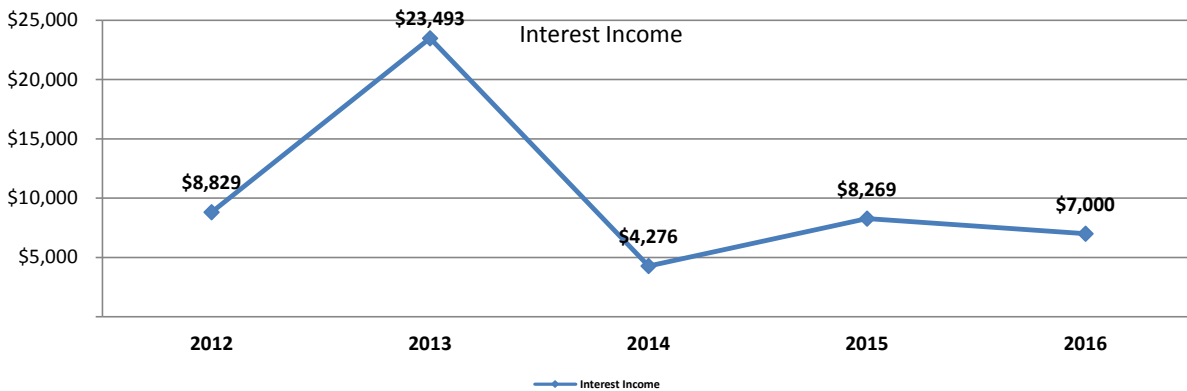


Revenue Status Report - General Fund  
As of March 31, 2016  
(Unaudited)

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	\$ 5,510	<u>\$ 7,000</u>	\$ 2,000	40.00%	1.82%	
<b>Rents, Royalties and Other</b>							
Rents	191,500	201,690	188,810	(2,690)	-1.40%	2.44%	
Insurance Claims		18,410	15,410	15,410	100.00%	14.01%	
Miscellaneous Revenue		3,730	3,210	3,210	100.00%	2.92%	
GMA Safety Grant							
Contributions and Donations	1,000	3,850	<u>2,650</u>	1,650	165.00%	1.50%	
<b>Sub-total Rents, Royalties and Other</b>	<b>192,500</b>	<b>227,680</b>	<b><u>210,080</u></b>	<b>17,580</b>	<b>9.13%</b>	<b>15.98%</b>	
<b>Proceeds and Other Financing Sources</b>							
Proceeds of GMA Leases							
Proceeds of Sales of Fixed Assets		13,040					
<b>Sub-total Proceeds and Other Financing Sources</b>		<b>13,040</b>					
<b>Transfers:</b>							
Transfer from Confiscated Assets Fund							
Transfer from Hotel Motel Tax Fund	25,710	29,720	30,080	4,370	17.00%	3.97%	
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	8,950,000	7,800,000	(174,156)	-2.18%	158.29%	
Transfer from Welcome Center Fund		20,070	20,090	20,090	100.00%	18.26%	
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		20,070	20,090	20,090	100.00%	18.26%	
<b>Sub-total Transfers from Other Funds</b>	<b>10,025,906</b>	<b>10,819,860</b>	<b><u>9,896,300</u></b>	<b>(129,606)</b>	<b>-1.29%</b>	<b>117.80%</b>	
<b>Total Other Revenues</b>	<b>\$ 10,223,406</b>	<b>\$ 11,066,090</b>	<b>\$ <u>10,113,380</u></b>	<b>\$ (110,026)</b>	<b>-1.08%</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%	\$ 7,000 -15.35%
<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%	\$ 188,810 7.52%
<b>Donations and Contributions</b> <i>(percentage change over prior years)</i>	\$ 454	-100.00%	0.00%	\$ 8,129 0.00%	\$ 2,650 -67.40%
<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%	\$ 18,620 -72.51%



*" 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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