

**CITY OF SOUTH FULTON, GEORGIA**  
**South Fulton Service Center Auditorium, 5600 Stonewall Tell Road**  
**Tuesday, June 26, 2018, 5:00 PM**



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**The Honorable William "Bill" Edwards, Mayor**  
**The Honorable Mark Baker, District 7, Mayor Pro Tem**  
**The Honorable Catherine F. Rowell, District 1 Councilmember**  
**The Honorable Carmalitha Gumbs, District 2 Councilmember**  
**The Honorable Helen Z. Willis, District 3 Councilmember**  
**The Honorable Naeema Gilyard, District 4 Councilmember**  
**The Honorable Rosie Jackson, District 5 Councilmember**  
**The Honorable khalid kamau, District 6 Councilmember**

**WORK SESSION AGENDA**

1. Call to Order
2. Discussion Items
  - a. Aerotropolis Atlanta Presentation - Shannon James, Chairman
  - b. FY2019 Budget Presentation - Sharon Haynes, Budget Manager
  - c. FY2019 Tax Digest Recommendations - CFO Frank Milazi
3. Executive Session regarding personnel.
4. Adjournment



**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** Aerotropolis Presentation

**DATE OF MEETING:** 6/26/2018

**DEPARTMENT:** Mayor

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**ATTACHMENTS:**

| Description            | Type       | Upload Date |
|------------------------|------------|-------------|
| Presentation - AeroATL | Cover Memo | 6/20/2018   |



AEROTROPOLIS  
ATLANTA

## City of South Fulton

June 26th, 2018

MAYOR & COUNCIL

# 501c(6) Public/Private Partnership



# Key Objectives

- **Market assets within Aerotropolis area to accelerate growth & new development**
- **Advance Workforce Development initiatives for member communities and businesses**
- **Influence cross-jurisdictional communication and partnerships**
- **Enhance overall perception of the area**

# Aerotropolis Atlanta Chamber of Commerce



**Partnership**

**And**

**Collaboration**



# Top 5 Target Industries



# AeroATL Alliance Small Business of the Month

## SOUTH METRO NEIGHBOR

Lyft™ \$500 Driver Bonus

[http://www.mdjonline.com/neighbor\\_newspapers/south\\_metro/business/union-city-restaurant-earns-inaugural-aerotropolis-award/article\\_ebdcdb9a-2624-11e8-9b6a-5b4e3c3c666c.html](http://www.mdjonline.com/neighbor_newspapers/south_metro/business/union-city-restaurant-earns-inaugural-aerotropolis-award/article_ebdcdb9a-2624-11e8-9b6a-5b4e3c3c666c.html)

FEATURED

Union City restaurant earns inaugural Aerotropolis award

Noreen Cochran Mar 12, 2018



### Sutherland's Foodservice - March 2018 Small Business of the Month



The Aerotropolis Atlanta Alliance, in collaboration with Clayton County Chamber of Commerce, selected Sutherland's Foodservice Inc. as its March 2018 Small Business of the Month for the Aerotropolis Atlanta region.



From left, gathered to celebrate the Ethic Inc. small business of the month award April 27, are Woodward Academy President Stuart Gulley, Ph.D., College Park Economic Development Director Artie Jones III, ATL Airport Chamber President and CEO Carmenlita Scott, Ethic Inc. founder Wayne Whitesides and Creative Director David Leedle, East Point Mayor Deana Holiday Ingraham and Atlanta Aerotropolis Alliance Chairman Shannon James.

# Aerotropolis Atlanta Boundaries

- The Aerotropolis footprint expands within 20 mile radius of the airport
- Primary focus of South Fulton and Clayton County areas



# FOUR Community Improvement Districts

- Fulton Industrial CID
- South Fulton CID
- Airport West CID
- Airport South CID



# Committees & Collectives



# COLLECTIVES



# FACT: Airport Area Workers are NOT Airport Area Residents

- Of about 180,000 employed in the area....  
**85%** of workers commute into the area for work
- Only **15%** of workers employed in area are residents
- Of employed area residents, **73%** commute outside area for work

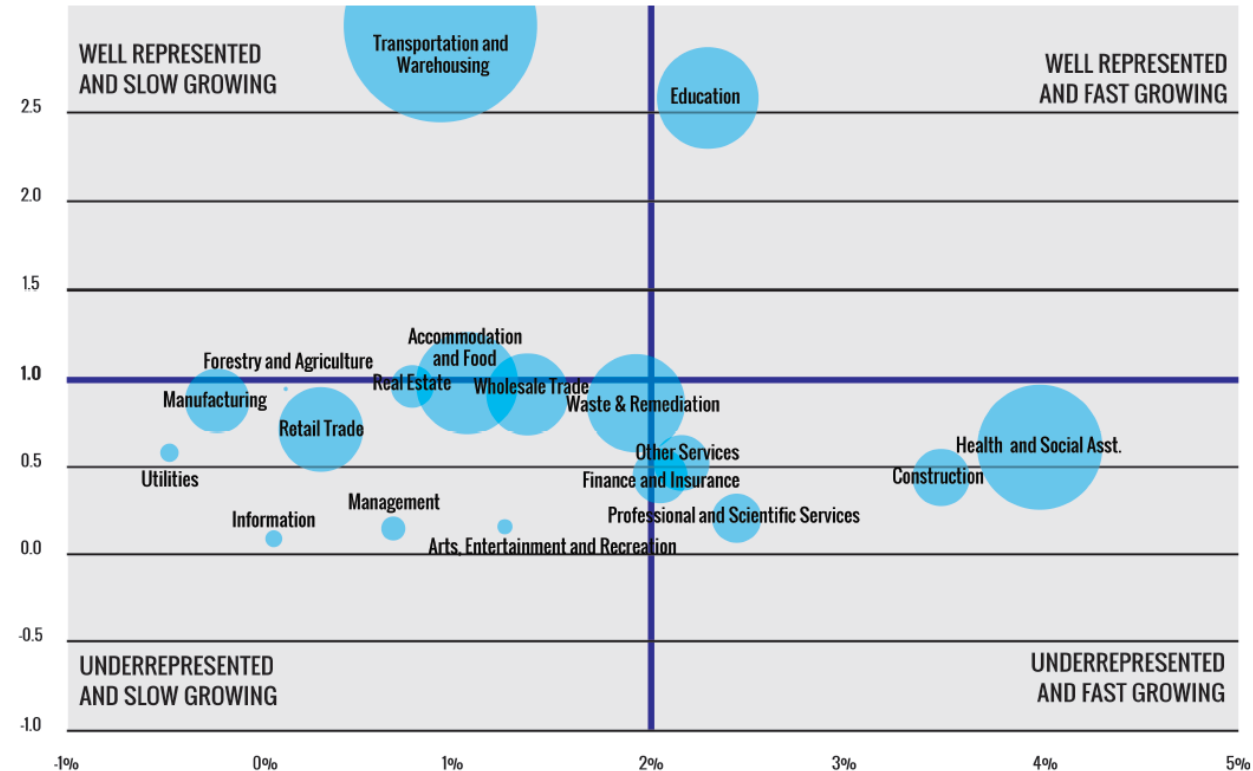
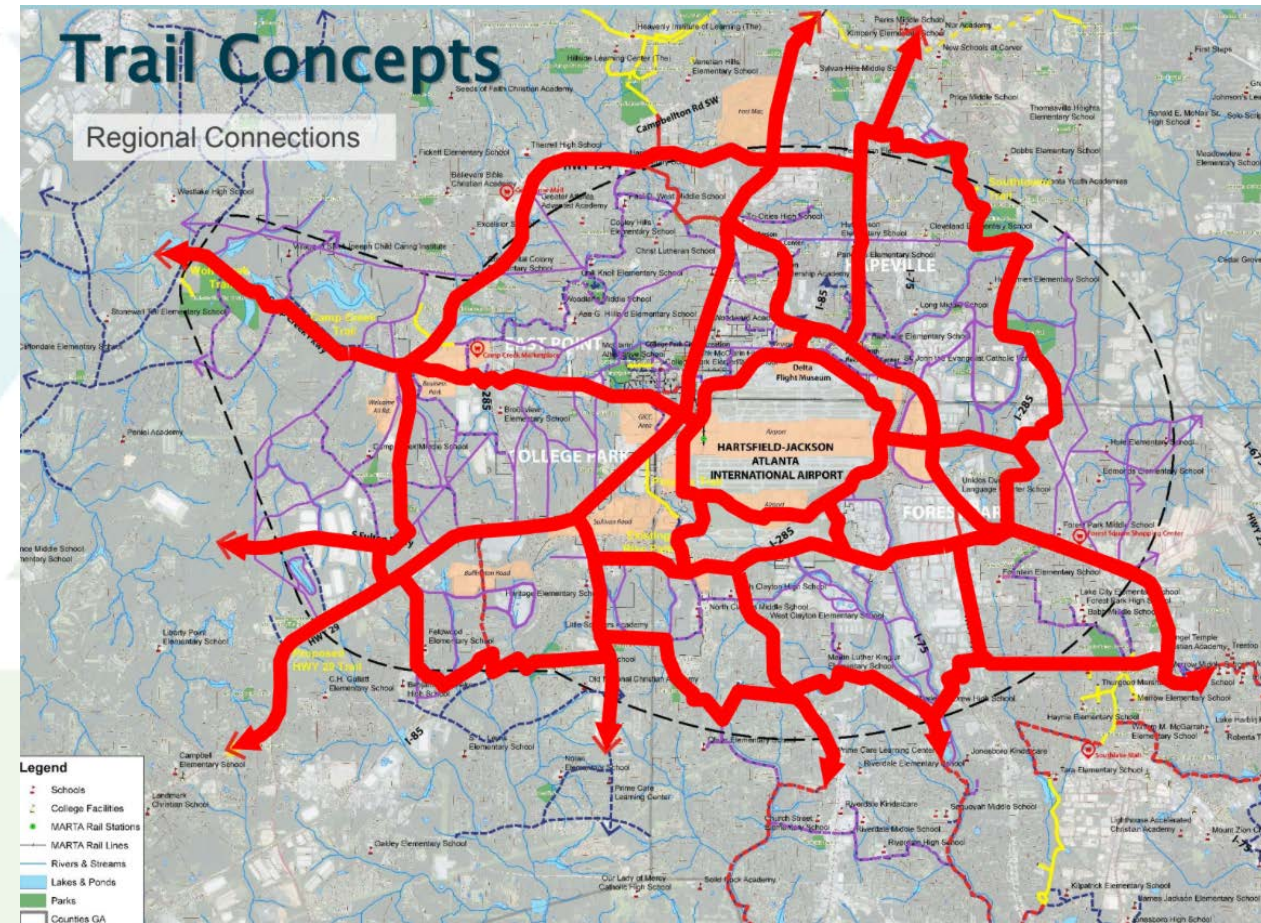
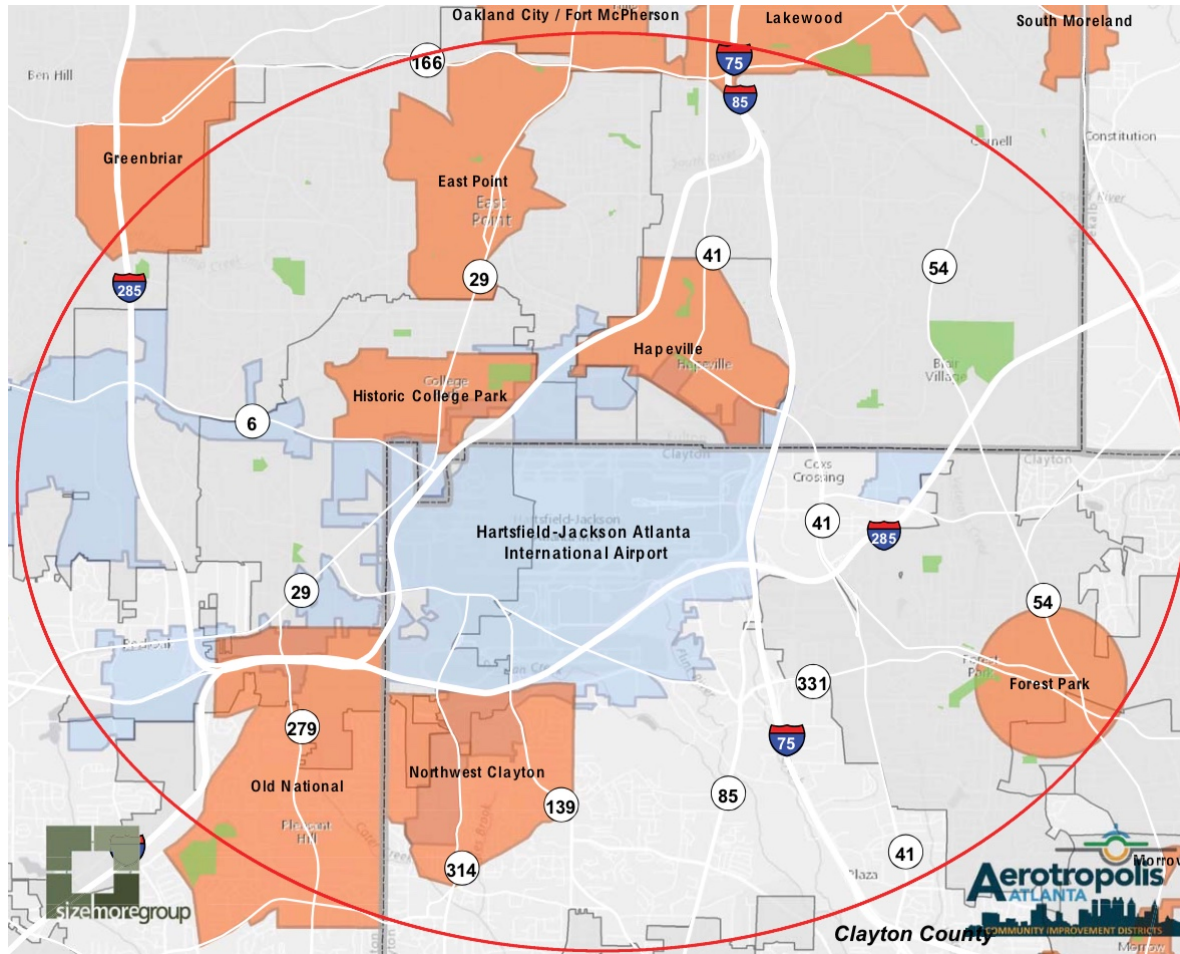


FIGURE 11: INDUSTRY GROWTH AND CONCENTRATION PROJECTIONS

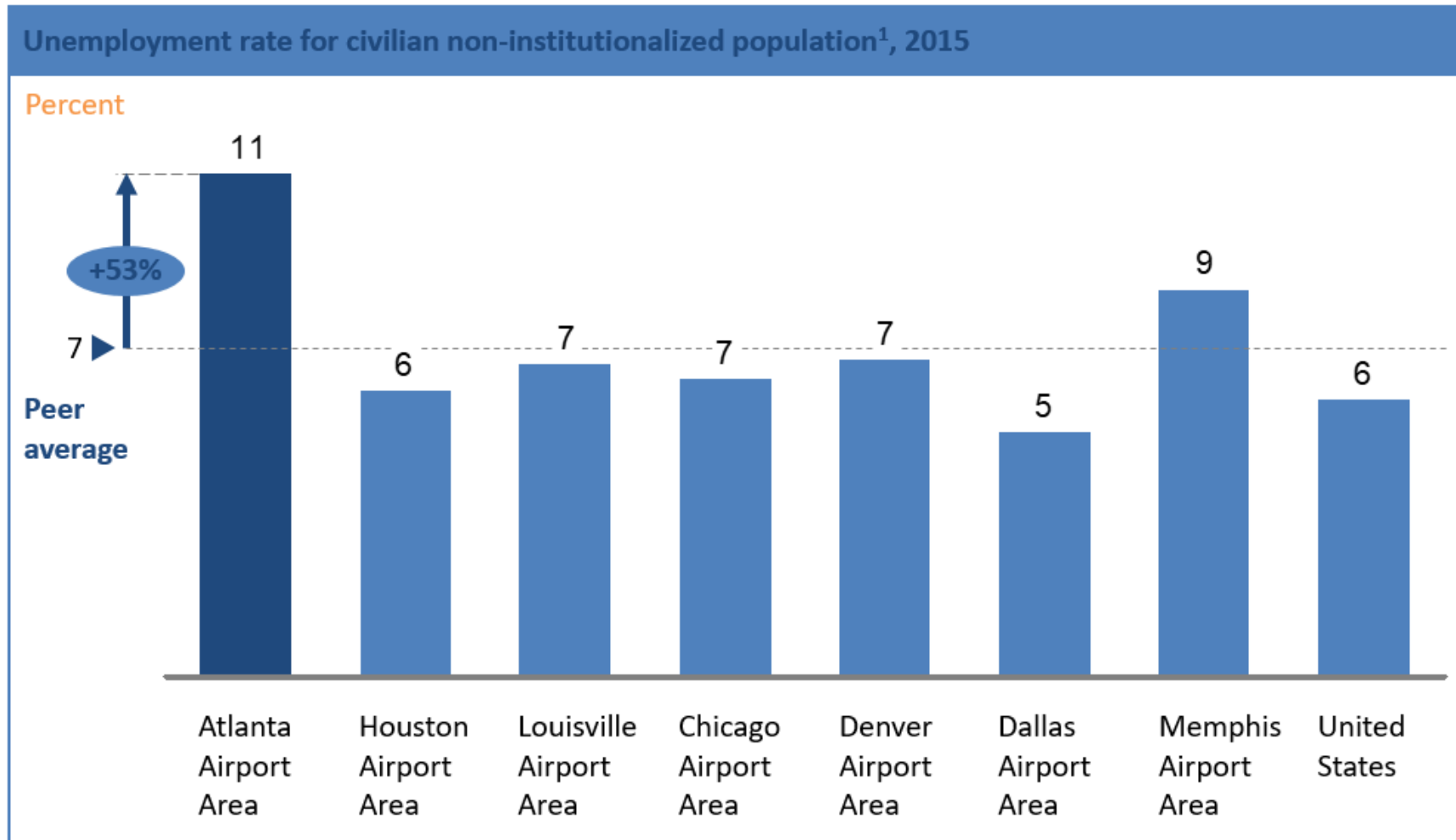
# AeroATL Economic Development Collective



# Economic Development via AeroATL Greenway Plan



# The unemployment rate of the Atlanta airport area is over 50% higher than its peer average

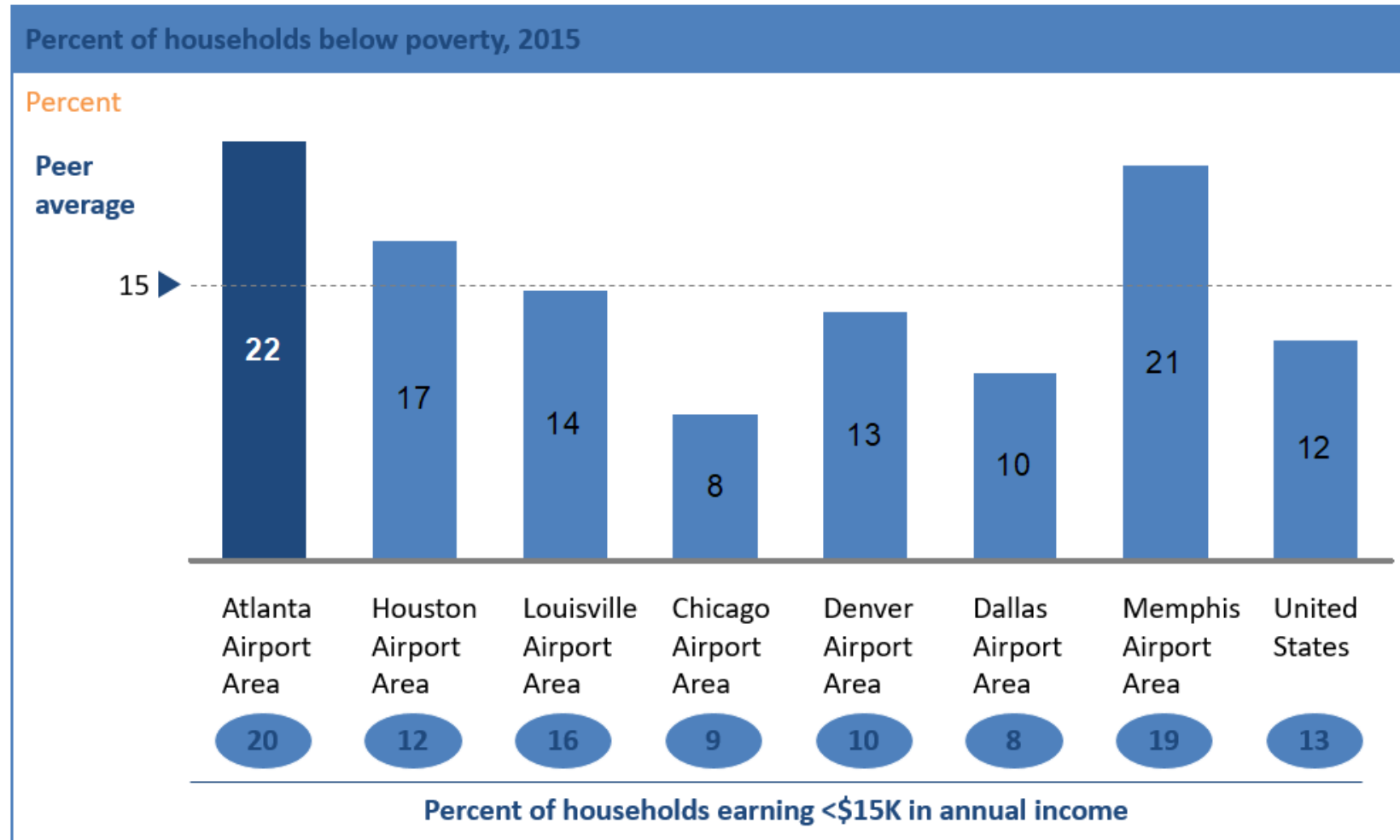


NOTE: Airport areas include all neighborhoods within a 10-mile radius of the airport; peer group based on Jacobs' benchmark US airports in draft "Atlanta Aerotropolis Blueprint"

SOURCE: Bureau of Labor Statistics, McKissack, Scirello & Associates, Inc.

City of South Fulton | June 26, 2018

# The percentage of impoverished families in the Atlanta airport area is nearly 50% higher than its peers



NOTE: Airport areas include all neighborhoods within a 10-mile radius of the airport; peer group based on Jacobs' benchmark US airports in draft

"Aerotropolis Atlanta Blueprint" Page 17 of 49

SOURCE: U.S. Census Bureau, McKinsey Social Initiative  
City of South Fulton June 26, 2018

# AEROTROPOLIS ATLANTA WORKFORCE COLLECTIVE

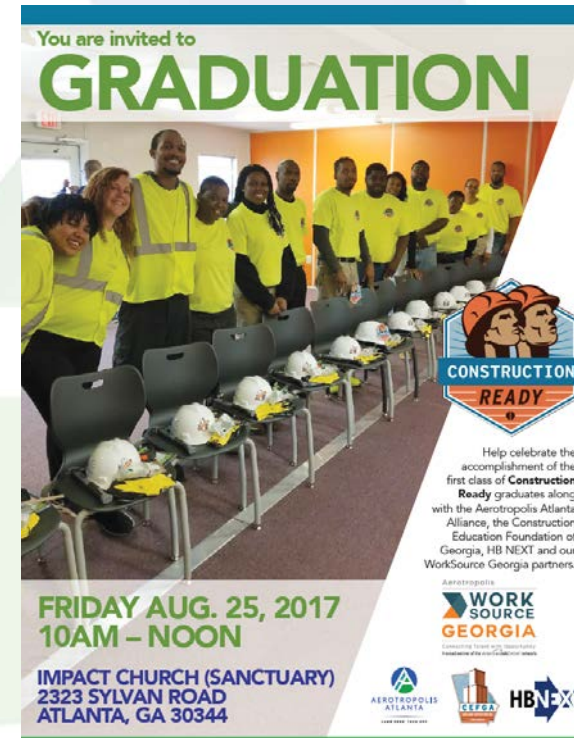


# Recent Accomplishments

- Launched **Construction Ready Aerotropolis**
  - Offered three cohorts
  - Enrolled 44
  - Graduated 95%
  - Placed 95%
- Launched **Hospitality Young Adult Program**
  - Offered two cohorts
  - Enrolled 39
  - Graduated 92%
  - Placed 90%
- In partnership with ARC, we recently hired a Business Outreach and Program Manager - Clinton Covington

Page 49 of 49

City of South Fulton | June 26, 2018



# Education Collective

- Newly formed Collective
- Recently elected **Dr. Morcease Beasley**, Superintendent for Clayton County School System (Chair)
- Mayor Deanna Holiday-Ingraham, City of East Point (Co-Chair)
- Partnering with Step Up Atlanta and 100 Black Men of South Atlanta for all male/female mentoring initiatives in S. Fulton and Clayton County
- Community partners with **Clayton State University (Dr. Tim Hynes)**
- Expanding relationship with Fulton County Schools College and Career Academy including the exploration for a C&CA in Clayton County School system

# Aerotropolis Atlanta Foundation, Inc

## Newly Created 501c(3)

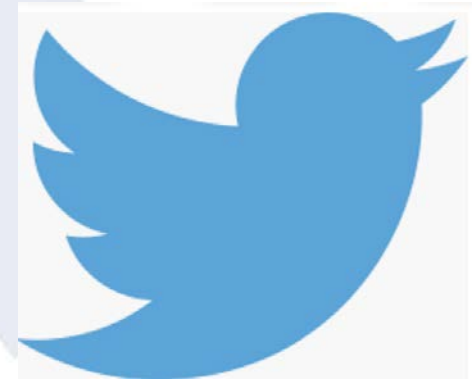
**Philanthropic efforts**

**Newly elected Executive Officers**



# Follow Us

**For all the latest activities and developments, please follow us on social media via AEROTROPOLIS ATLANTA ALLIANCE or visit our website at [AeroATL.org](http://AeroATL.org)**



# Thank You!!!





**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** FY2019 Budget Presentation

**DATE OF MEETING:** 6/26/2018

**DEPARTMENT:** Finance

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**ATTACHMENTS:**

| Description                           | Type       | Upload Date |
|---------------------------------------|------------|-------------|
| Presentation - FY2019 Budget Overview | Cover Memo | 6/21/2018   |



# ***FY19 BUDGET Overview***

**PRESENTED BY:  
SHARON HAYNES, CPA, CPFO  
BUDGET MANAGER**

**June 26th, 2018**

# State Legal Requirements

## Ch 36-81-5 GA Code

- ▶ **Must Prepare an Annual Budget**
- ▶ **Make Budget Available for Public Review**
- ▶ **Hold Public Hearing Prior to Budget Adoption**
- ▶ **List Revenues by Source and Amount**
- ▶ **Expenditure Amounts Budgeted at the Legal Level of Control**

# **COSF – Budget Rules**

## **Res 2017- 021 Sec.1-8003**

- ▶ **A Balanced Budget is Required**
- ▶ **Due 2 months Prior to New Fiscal Year**
- ▶ **Requires a Budget Message from CM**
- ▶ **Adopted at the Legal Level Of Control(Fund/Dep't level)**
- ▶ **Requires Public Notice of Revenue & Expenditures**
- ▶ **Public Hearing Prior to Adoption**

# Budget Contents -GFOA

- ▶ **Priorities & Issues**
- ▶ **Budget Overview (items & trends)**
- ▶ **Organizational Chart**
- ▶ **Financial Policies**
- ▶ **Budget Process(Prepare & review)**
- ▶ **Financial Summaries (incl. fund balance)**
- ▶ **Revenue Sources**
- ▶ **Capital & Debt**
- ▶ **Department Descriptions & Positions**

# Roles & Responsibilities

- ▶ **City Council – Review, Public Hearings, Approval**
- ▶ **City Manager – Submission to City Council**
- ▶ **Finance Department – Forecasting & Projections**
- ▶ **Division Directors-Annual Estimates, ID Issues and Solutions.**
- ▶ **Budget Manager-Coordination of Budget Process, Financial Analysis and Preparation of Budget Book.**

# FY'19 Budget Process

- ▶ **Review of Council Strategic Plans, Priorities and Issues**
- ▶ **FY19 Budget Overview to Departments**
- ▶ **Development of Capital Budget and Long Range Financial Plan**
- ▶ **Revenue Projections**
- ▶ **Development of Operating Budget**
- ▶ **City Manager Budget Open House**
- ▶ **Transmittal of Budget to Council**
- ▶ **Public Hearing**
- ▶ **Adoption**

# Budget Forms

## Capital

**Capital  
Request**

**Justification**

**Timeline**

**Funding  
Source**

**Financial  
Impact/Operat  
ions**

## Operations

1. **Expenditure  
Request**
2. **Travel &  
Training**
3. **Due &  
Membership**
4. **Profession Fees**
5. **Operating  
Supplies**
6. **Technology  
Needs**

## HR & Dept.

**Classification  
and  
Compensation**

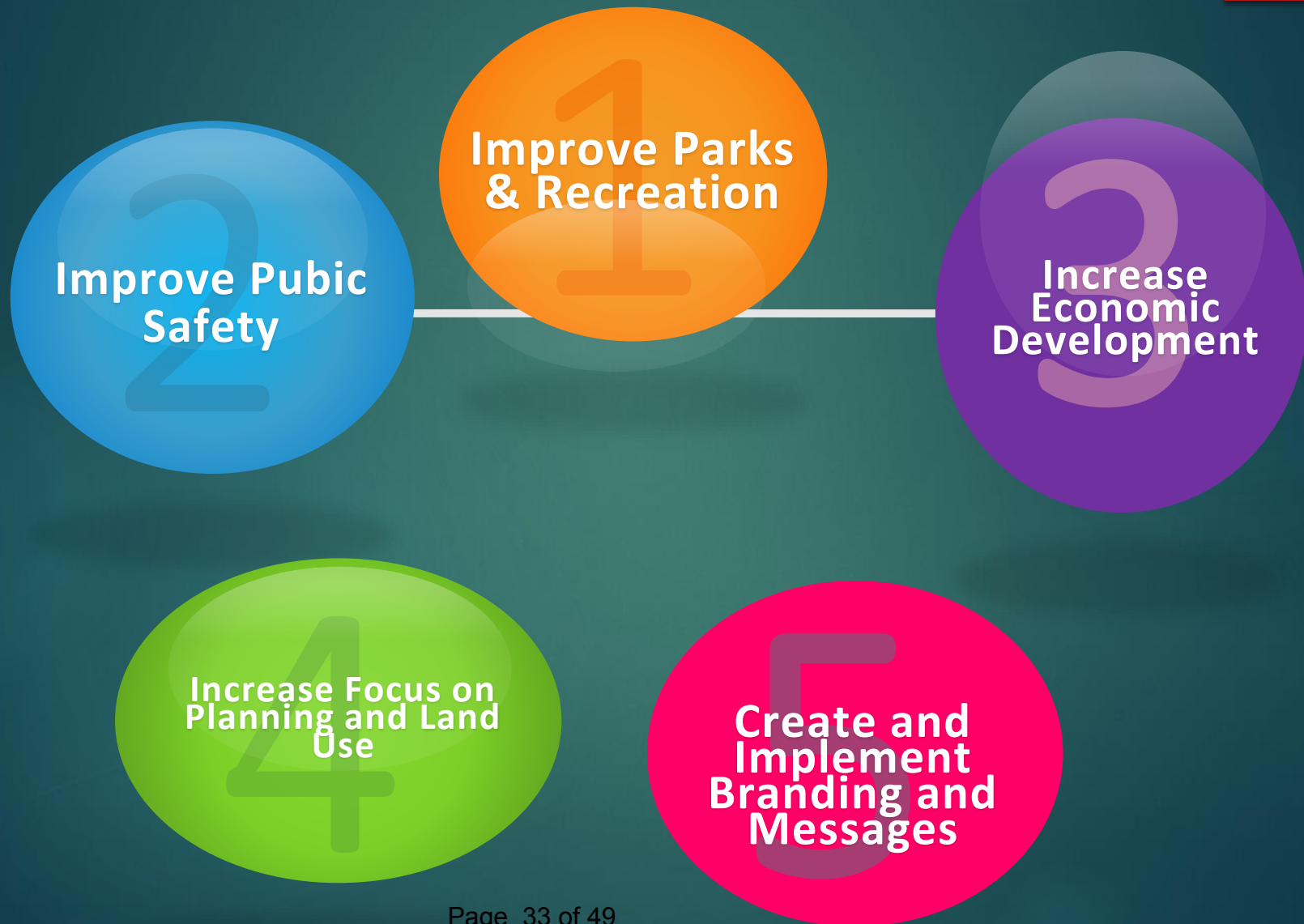
**Department  
Description**

**Goals and  
Objectives**

# *FY 2019 Budget Timeline*

- ▶ April 25 FY 2019 – Budget Kickoff
- ▶ May 18 Development of Capital Budget
- ▶ Jun 15– Complete Revenue Projections
- ▶ Jul 6-13 – Budget Internal Reviews
- ▶ July 24 – Submission to Mayor & Council
- ▶ July 31- **Adoption of Milage rate**
- ▶ Aug 1- Adoption of COSF Mileage Rate
- ▶ **Sep 11 – Budget Adoption**

# Mayor & Council Strategic Goals



# *Major Revenue Sources*

## **Taxes**

**Property Taxes**

**Sales Taxes**

**Insurance Tax**

**Motor Vehicle**

## **Licenses**

- 1. Buss  
Permits**
- 2. Land Use**
- 3. Sign Permits**

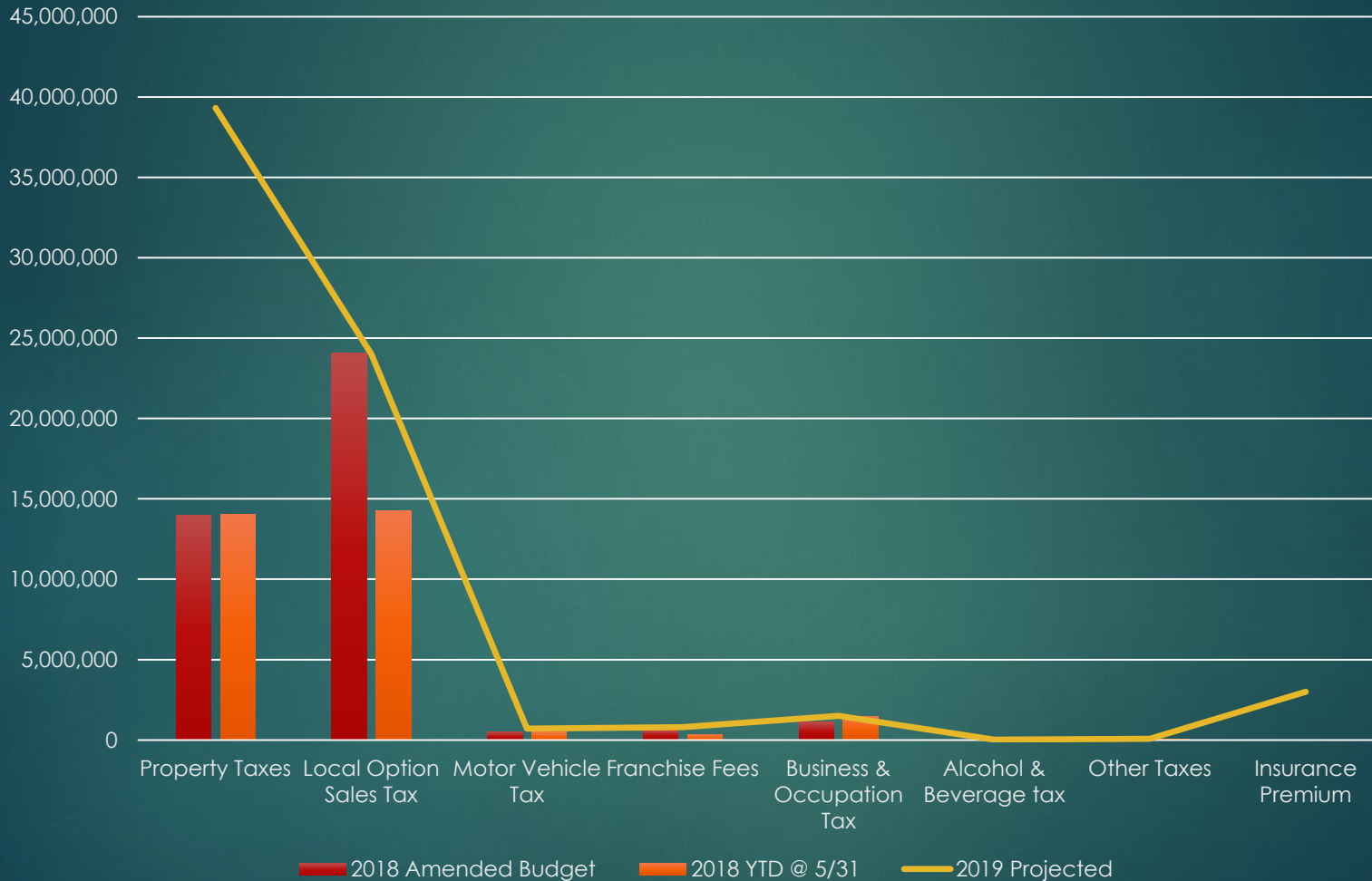
## **Rates & Fees**

**Police Services  
(Reports, Finger  
printing, Wrecker  
service)**

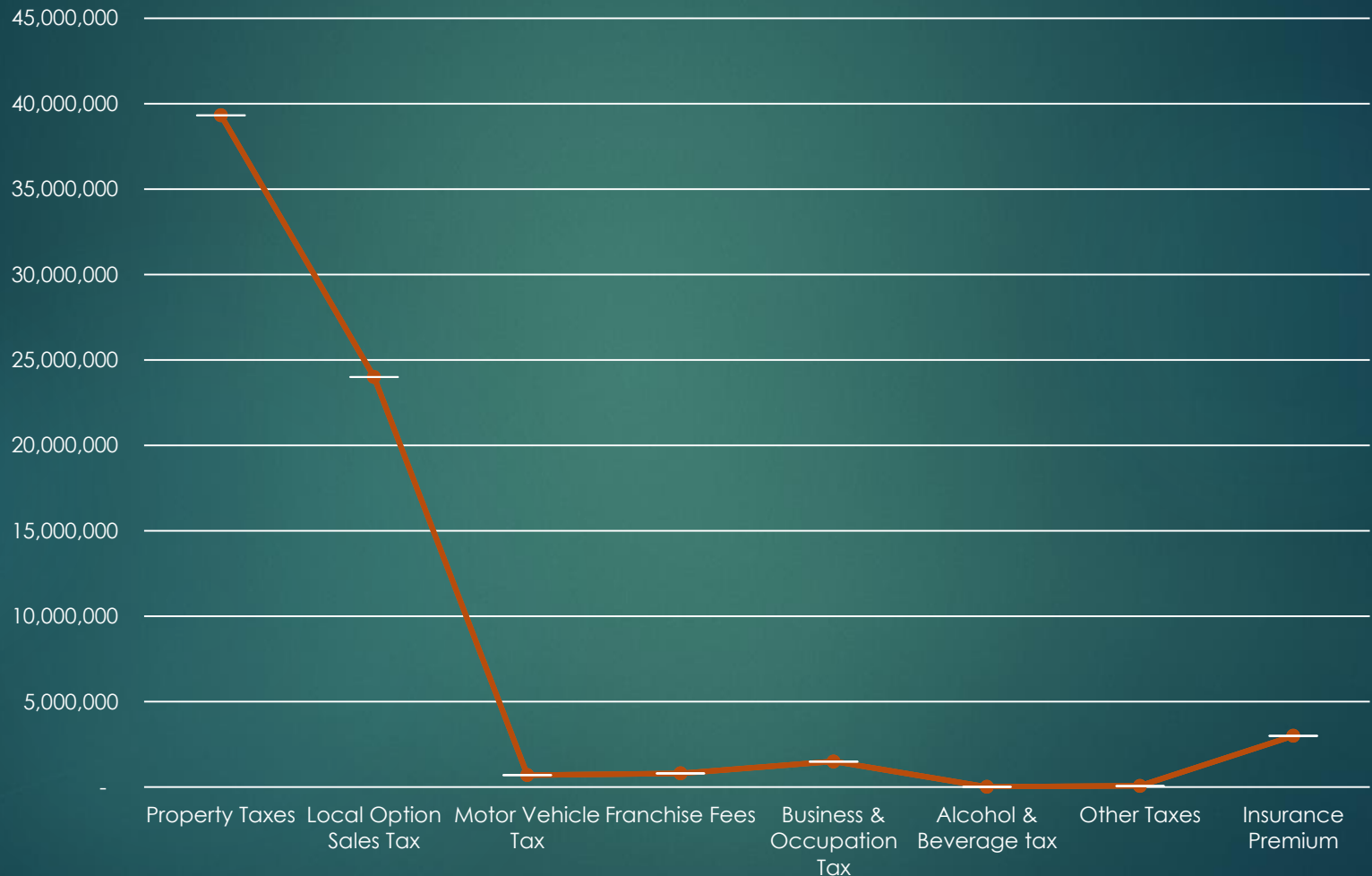
**Fire Service  
(Inspections)**

**Park Fees(Lesson,  
Memberships,  
Rentals)**

# Major Revenue Sources



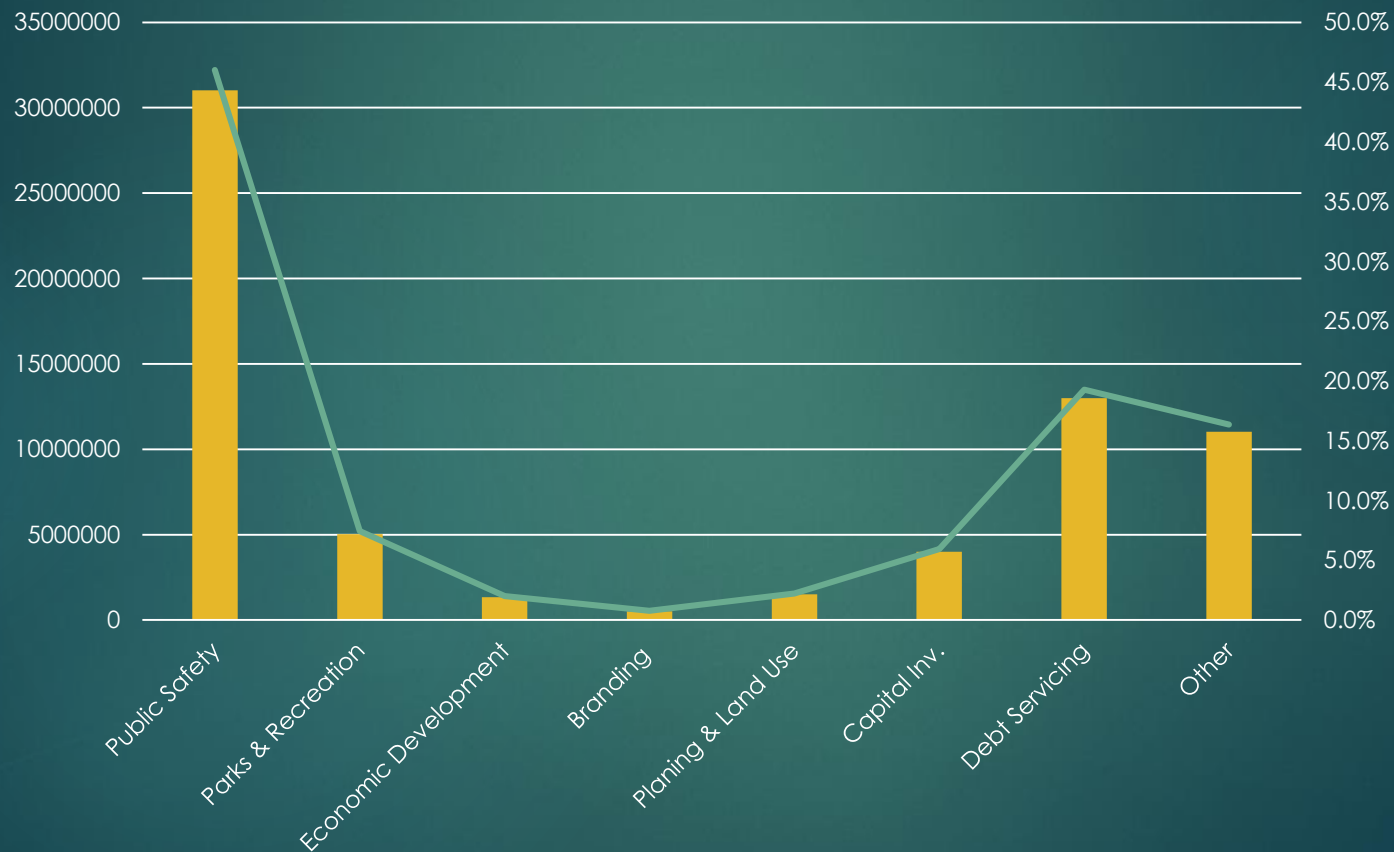
# *Projected Tax Sources*



# Priorities & Issues

- ▶ **Improve Public Safety Departments**
- ▶ **Implementation of a Strong Economic Development strategy**
- ▶ **Update the City Comprehensive Plan and Land Use**
- ▶ **Fully Staff Parks & Recreation Department**

# *Expenditure Functions*



# Budget Monitoring

- ▶ **Utilization of Purchase Order System**
- ▶ **Department Director Approval of all Purchases Orders**
- ▶ **Perpetual Review of Revenues and Expenditures**
- ▶ **Monthly Financial Reports to Mayor and Council**
- ▶ **Annual Financial Audit**

# Questions/Comments?

## ???





**CITY OF SOUTH FULTON**  
**COUNCIL AGENDA ITEM**  
**COUNCIL WORK SESSION**



**SUBJECT:** FY2019 Tax Digest Recommendations

**DATE OF MEETING:** 6/26/2018

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**CITY OF SOUTH FULTON**  
**2018 TAX DIGEST**  
**BY**  
**FRANK S. MILZI, CPFA, CPFIM**  
**CITY TREASURER**

# **City of South Fulton**

## **2018 Tax Digest**

### **For Fiscal Year 2019 Budget Financing**

In 2017 the City adopted 7.149 mills for its operations while Fulton County levied 4.430 mills for its expenses for services to the City from January 1, 2017 through April 30, 2017 for a total of 11.579 mills. The 2017 rate resulted in tax revenues of a little over 14 million. Thus the City had to use a Tax anticipation note to help with its operations.

# MILLAGE RATE PROPOSAL

The 2018 proposed millage rate is 11.579 **mills** which is the same rate as the combined rate that was last year.

However due to a rise in property values, this rate will result in a higher assessment and as a result is considered a tax increase.

The following calculation shows the proposed rate and % increase.

➤Calculation:

|                                              |              |
|----------------------------------------------|--------------|
| 2017 millage rate                            | 7.149        |
| Millage equivalent of Reassessed Value Added | <u>1.960</u> |
| Rollback Millage Rate for 2018               | 5.189        |

## MILLAGE RATE PROPOSAL

Should the City maintain the single rate without the portion that was charged by the county, then it will need to reduce the level of service being proposed in the 2019 budget as well as borrow additional funds to carry out its operations. Capital investments will need to

## CURRENT 2017 TAX DIGEST AND FIVE YEAR HISTORY OF LEVY

| Description                | 2017          | 2018          |
|----------------------------|---------------|---------------|
| Real                       | 1,925,185,260 | 2,441,937,130 |
| Personal                   | 1,134,210,892 | 1,180,971,762 |
| Motor Vehicles             | 59,199,320    |               |
| Mobile Homes               | 5,600         | 5 ,600        |
| Timber – 100%              | 18,000        |               |
| Heavy Duty Equipment       | 156,184       |               |
| Gross Digest               | 3,118,775,256 | 3,622,914,492 |
| Exemptions                 | 919,192,932   | 47,973,700    |
| Net Digest                 | 2,199,697,894 | 3,574,940.792 |
| FLPA Reimbursement Value   |               |               |
| Adjusted Net M & O Digest  | 2,199,697,894 | 3,574,940,792 |
| Gross M&O millage rate     | 7.149         | 7.149         |
| Less Millage rate rollback | 0             | 1.960         |
| Net M & O Millage rate     | 7.149         | 5.189         |
| Net Taxes Levied           | 15,657,799.53 | 25,557,251,72 |
|                            |               | 18,550,367.77 |

## CURRENT 2017 TAX DIGEST AND FIVE YEAR HISTORY OF LEVY

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| Gross M&O millage rate     | 7.149         | 11.579        |
| Less Millage rate rollback | 0             | 1.960         |
| Net M & O Millage rate     | 7.149         | 9.619         |
| Net Taxes Levied           | 15,657,799.53 | 41,394,239.43 |
|                            |               | 34,387,355.48 |

# Revenue & Expenditure at 11.579 mills

## Three Year Forecast with 11.579 Rate

| Revenues               | 2018 Amended Budget | 2019 Projected    | 2020 Forecast     |
|------------------------|---------------------|-------------------|-------------------|
| Revenues               | <b>43,080,926</b>   | <b>77,580,239</b> | <b>79,767,124</b> |
| Total Expenditure      | <b>52,715,280</b>   | <b>58,112,055</b> | <b>58,014,101</b> |
| Net Position           | (9,634,354)         | 19,468,184        | 21,753,023        |
| Short term Borrowing   | 10,000,000          |                   |                   |
| Short term Repayment   |                     | (12,836,000)      | (10,000,000)      |
| Beginning Fund Balance | (6,155,811)         | (5,790,165)       | 842,019           |
| Ending Fund Balance    | <b>(5,790,165)</b>  | <b>842,019</b>    | <b>12,595,042</b> |



# CITY OF SOUTH FULTON FY 2018 TAX DIGEST