



City of Franklin

Revenue Model

FY 2027 Revenue Forecast

Actual Data - FY 2021-2025

Budget - FY 2026

Forecast - FY 2027



Table of Contents

Summary - All Funds

Page 3

General Fund

Summary - General Fund by Category

Page 4

Summary - General Fund - By Source

Page 5

Local Sales Tax

Page 6

State Shared

Page 7

Property Tax

Page 8

Alcohol Tax

Page 9

Building Permits & Licenses

Page 10

Franchise Fees

Page 11

Grants

Page 12

Court Fines & Fees

Page 13

In Lieu of Tax

Page 14

Interest Income

Page 15

Other

Page 16

Other Funds

Street Aid

Page 18

Sanitation

Page 19

Road Impact

Page 20

City Facilities

Page 21

County Facilities

Page 22

Stormwater

Page 23

Drug

Page 24

Hotel Motel

Page 25

In Lieu of Parkland

Page 26

Transit

Page 27

CDBG

Page 28

Debt Service

Page 29

Fleet Replacement

Page 30

Water / Sewer

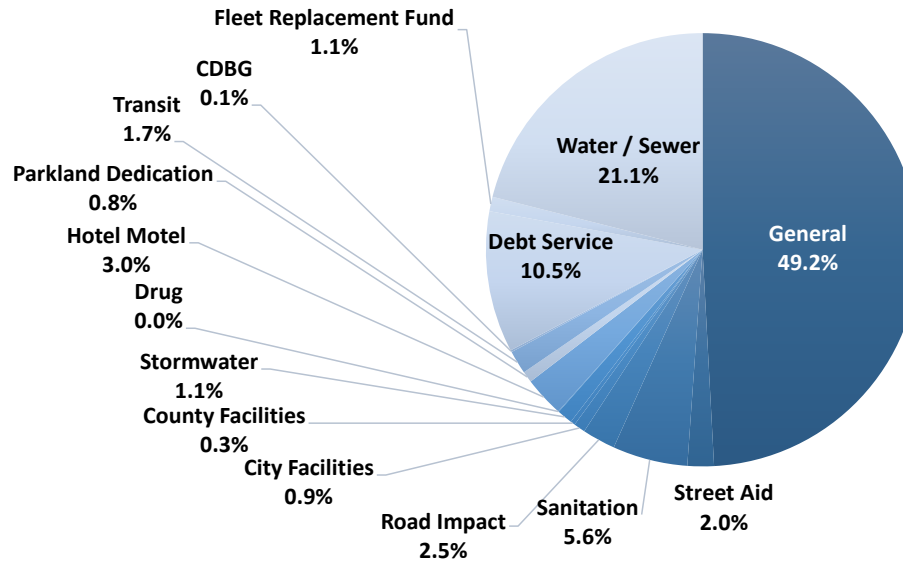
Page 31



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 2027.

Overall we are projecting all funds revenues of **\$252.7 million, \$14,687,492 (or 5.5%) less than the FY 2026 Budget.** For FY 2027, General Fund revenue is forecast to decrease by **\$5,359,434 or 4.1% below FY 2026 budget.**



Fund	Actual					Budget		FY 2027 Forecast			FY 2026
	A FY 2021	B FY 2022	C FY 2023	D FY 2024	E FY 2025	F FY 2026	G Low	H Medium	I High		
General	\$ 80,560,453	\$ 95,587,973	\$ 105,114,293	\$ 112,807,686	\$ 118,280,984	\$ 129,581,215	\$ 120,997,128	\$ 124,221,779	\$ 127,591,411	49.2%	
Street Aid	\$ 3,767,280	\$ 5,359,934	\$ 5,399,470	\$ 5,045,776	\$ 4,950,133	\$ 5,006,488	\$ 4,934,379	\$ 4,984,221	\$ 5,034,064	2.0%	
Sanitation	\$ 11,197,465	\$ 11,610,523	\$ 11,508,153	\$ 12,459,224	\$ 11,905,126	\$ 14,293,017	\$ 14,007,000	\$ 14,148,485	\$ 14,289,970	5.6%	
Road Impact	\$ 7,061,745	\$ 9,746,863	\$ 4,651,737	\$ 10,569,817	\$ 6,912,101	\$ 6,522,429	\$ 6,133,243	\$ 6,258,411	\$ 6,383,580	2.5%	
City Facilities	\$ 3,358,803	\$ 2,551,918	\$ 1,516,051	\$ 2,931,224	\$ 2,779,569	\$ 2,398,222	\$ 2,039,623	\$ 2,171,973	\$ 2,304,323	0.9%	
County Facilities	\$ 949,847	\$ 878,300	\$ 736,620	\$ 1,140,348	\$ 1,113,571	\$ 912,387	\$ 844,968	\$ 871,101	\$ 900,799	0.3%	
Stormwater	\$ 2,736,221	\$ 2,738,385	\$ 2,832,236	\$ 2,931,151	\$ 4,505,405	\$ 2,946,533	\$ 2,818,668	\$ 2,905,844	\$ 2,993,019	1.1%	
Drug	\$ 173,266	\$ 170,648	\$ 146,020	\$ 139,627	\$ (5,011)	\$ 148,737	\$ 120,235	\$ 123,953	\$ 127,672	0.0%	
Hotel Motel	\$ 2,728,865	\$ 5,704,248	\$ 6,486,559	\$ 6,725,984	\$ 6,634,118	\$ 6,641,060	\$ 7,311,398	\$ 7,568,554	\$ 7,825,710	3.0%	
Parkland Dedication	\$ 825,958	\$ 1,275,410	\$ 2,330,659	\$ 4,182,746	\$ 2,672,900	\$ 1,983,786	\$ 1,902,992	\$ 2,114,436	\$ 2,325,879	0.8%	
Transit	\$ 2,888,155	\$ 2,781,701	\$ 3,443,350	\$ 4,328,731	\$ 4,176,583	\$ 4,178,060	\$ 4,279,858	\$ 4,412,224	\$ 4,544,591	1.7%	
CDBG	\$ 332,085	\$ 311,036	\$ 539,667	\$ 881,299	\$ 230,440	\$ 324,531	\$ 341,478	\$ 359,450	\$ 377,423	0.1%	
Debt Service	\$ 15,452,370	\$ 15,962,257	\$ 15,353,901	\$ 16,038,393	\$ 14,669,359	\$ 18,950,964	\$ 26,620,157	\$ 26,620,157	\$ 26,620,157	10.5%	
Fleet Replacement Fund	\$ -	\$ 3,253,022	\$ 3,044,940	\$ 1,273,099	\$ 1,137,817	\$ 2,671,472	\$ 2,728,987	\$ 2,728,987	\$ 2,728,987	1.1%	
Water / Sewer	\$ 38,697,557	\$ 42,511,291	\$ 42,670,464	\$ 61,131,289	\$ 59,419,470	\$ 70,868,389	\$ 52,215,225	\$ 53,250,228	\$ 54,285,232	21.1%	
All Revenues	\$ 170,730,072	\$ 200,443,508	\$ 205,774,118	\$ 242,586,392	\$ 239,382,562	\$ 267,427,297	\$ 247,295,339	\$ 252,739,805	\$ 258,332,816	100.0%	

	(A-FY2020)	(B-A)	(C-B)	(D-C)	(E-D)	(F-E)	(G-F)	(H-F)	(I-F)
Change Year-over-Year	\$ (35,208,941)	\$ 29,713,436	\$ 5,330,610	\$ 36,812,274	\$ (3,203,829)	\$ 61,653,179	\$ (20,131,958)	\$ (14,687,492)	\$ (9,094,481)
	-8.0%	17.4%	2.7%	17.9%	-1.3%	30.0%	-8%	-5.49%	-3%



City of Franklin
Revenue Model

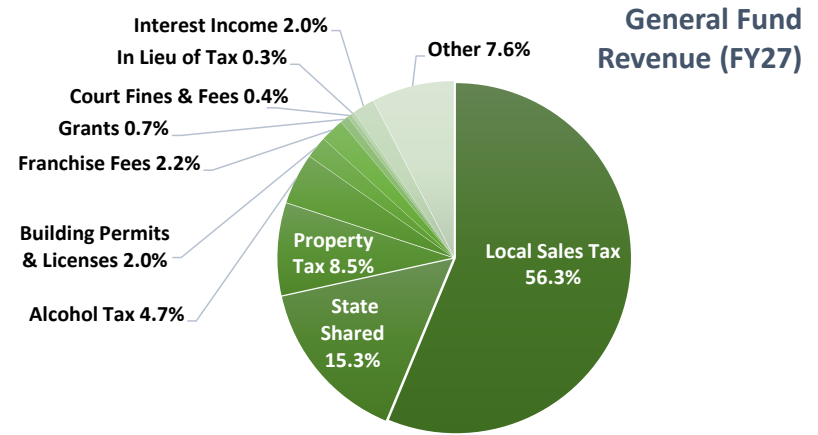
Summary (General Fund)

Percent of All Revenues

49.2%

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 comprises more than 98% of the total as of FY 2026.

For FY 2027, General Fund revenue is forecast to decrease by \$5,359,434 or 4.1% below FY 2026 budget. This decrease is mainly attributed to lower net revenues from property taxes coming to the General Fund. (due to an increase in Debt Service from the issuance of a large amount of General Obligations Bonds in spring 2026.)



Top Ten Revenue Categories

	Actual					Budget	FY 2027 Forecast		
	<u>A</u> FY 2021	<u>B</u> FY 2022	<u>C</u> FY 2023	<u>D</u> FY 2024	<u>E</u> FY 2025	<u>F</u> FY 2026	<u>G</u> Low	<u>H</u> Medium	<u>I</u> High
Local Sales Tax	\$ 41,999,727	\$ 57,745,532	\$ 60,556,943	\$ 62,424,823	\$ 65,865,952	\$ 67,079,746	\$ 68,137,223	\$ 69,884,332	\$ 71,631,440
State Shared	\$ 14,505,232	\$ 16,245,091	\$ 17,496,680	\$ 18,039,831	\$ 18,960,278	\$ 18,375,670	\$ 18,576,748	\$ 18,991,265	\$ 19,405,782
Property Tax	\$ 8,499,957	\$ 8,085,664	\$ 10,805,467	\$ 11,732,303	\$ 12,538,875	\$ 17,857,391	\$ 10,247,870	\$ 10,564,814	\$ 10,881,759
Alcohol Tax	\$ 5,262,169	\$ 5,844,876	\$ 5,646,949	\$ 5,676,548	\$ 5,530,492	\$ 5,803,499	\$ 5,775,256	\$ 5,824,709	\$ 6,056,330
Building Permits & Licenses	\$ 2,495,634	\$ 2,363,110	\$ 2,223,293	\$ 2,603,942	\$ 2,838,289	\$ 2,437,310	\$ 2,446,740	\$ 2,502,192	\$ 2,521,640
Franchise Fees	\$ 2,497,407	\$ 2,506,169	\$ 2,441,864	\$ 2,391,990	\$ 2,627,152	\$ 2,464,227	\$ 2,705,956	\$ 2,733,289	\$ 2,760,621
Grants	\$ 3,659,217	\$ 2,262,139	\$ 121,123	\$ 3,276,075	\$ 3,002,958	\$ 2,067,602	\$ 744,000	\$ 930,000	\$ 1,116,000
Court Fines & Fees	\$ 304,139	\$ 398,877	\$ 446,165	\$ 467,247	\$ 621,866	\$ 435,188	\$ 473,149	\$ 482,805	\$ 492,461
In Lieu of Tax	\$ 353,969	\$ 282,068	\$ 376,479	\$ 369,292	\$ 380,714	\$ 386,039	\$ 385,945	\$ 389,843	\$ 392,557
Interest Income	\$ 93,916	\$ (1,096,123)	\$ 1,167,782	\$ 3,640,596	\$ 3,785,706	\$ 3,043,842	\$ 2,137,984	\$ 2,515,275	\$ 2,892,566
Top Ten Revenue Sources	\$ 79,671,367	\$ 94,637,403	\$ 101,282,745	\$ 110,622,651	\$ 116,152,281	\$ 119,950,515	\$ 111,630,871	\$ 114,818,524	\$ 118,151,157
Other	\$ 889,086	\$ 950,569	\$ 3,831,548	\$ 2,185,034	\$ 2,128,703	\$ 9,630,700	\$ 9,366,257	\$ 9,403,255	\$ 9,440,253
Total General Fund Revenues	\$ 80,560,453	\$ 95,587,973	\$ 105,114,293	\$ 112,807,686	\$ 118,280,984	\$ 129,581,215	\$ 120,997,128	\$ 124,221,779	\$ 127,591,411

	<u>(A-FY2020)</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	\$ 10,603,873	\$ 15,027,519	\$ 9,526,320	\$ 7,693,393	\$ 5,473,298	\$ 16,773,529	\$ (8,584,086)	\$ (5,359,434)	\$ (1,989,804)
	15.2%	18.7%	10.0%	7.3%	4.9%	23.3%	-6.6%	-4.14%	-1.5%



City of Franklin

Revenue Model

Summary (General Fund)

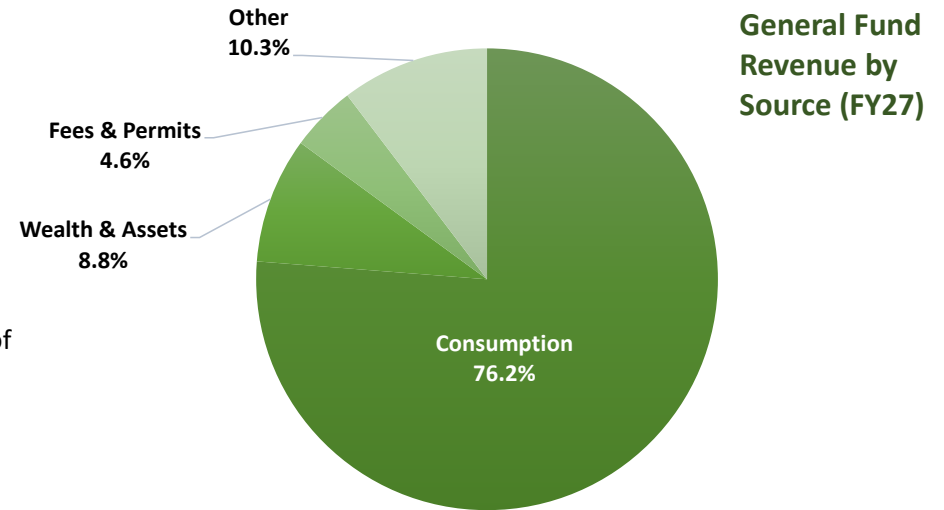
Percent of All Revenues

49.2%

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.



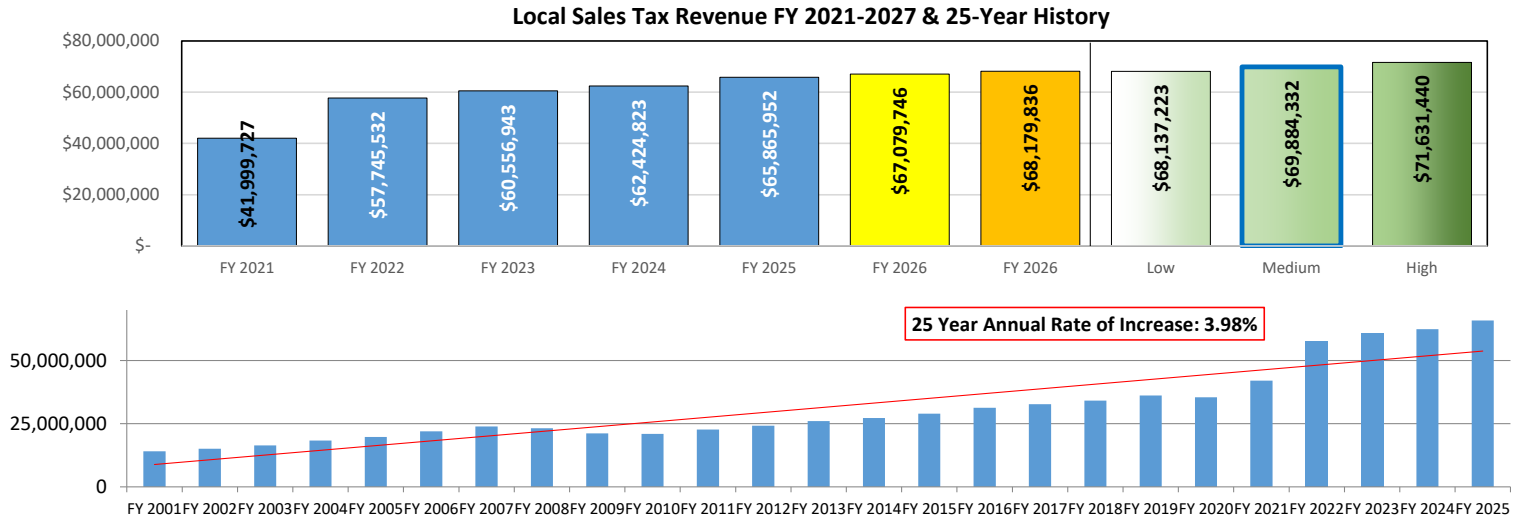
Top Ten Revenue Categories

	Actual					Budget	FY 2027 Forecast		
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY2026	Low	Medium	High
Consumption	\$ 61,023,282	\$ 79,758,291	\$ 83,665,850	\$ 86,137,419	\$ 90,348,381	\$ 91,258,915	\$ 92,489,228	\$ 94,700,306	\$ 97,093,553
Local Sales Tax	\$ 41,999,727	\$ 57,745,532	\$ 60,556,943	\$ 62,424,823	\$ 65,865,952	\$ 67,079,746	\$ 68,137,223	\$ 69,884,332	\$ 71,631,440
State Shared	\$ 13,761,386	\$ 16,167,883	\$ 17,461,957	\$ 18,036,048	\$ 18,951,937	\$ 18,375,670	\$ 18,576,748	\$ 18,991,265	\$ 19,405,782
Alcohol Tax	\$ 5,262,169	\$ 5,844,876	\$ 5,646,949	\$ 5,676,548	\$ 5,530,492	\$ 5,803,499	\$ 5,775,256	\$ 5,824,709	\$ 6,056,330
Wealth & Assets	\$ 9,597,772	\$ 8,444,940	\$ 11,216,669	\$ 12,105,377	\$ 12,927,930	\$ 18,243,430	\$ 10,633,814	\$ 10,954,657	\$ 11,274,316
Category:	\$ 8,499,957	\$ 8,085,664	\$ 10,805,467	\$ 11,732,303	\$ 12,538,875	\$ 17,857,391	\$ 10,247,870	\$ 10,564,814	\$ 10,881,759
Hall Income Tax	\$ 743,846	\$ 77,208	\$ 34,723	\$ 3,782	\$ 8,341	\$ -	\$ -	\$ -	\$ -
In Lieu of Taxes	\$ 353,969	\$ 282,068	\$ 376,479	\$ 369,292	\$ 380,714	\$ 386,039	\$ 385,945	\$ 389,843	\$ 392,557
Fees & Permits	\$ 5,297,180	\$ 5,268,156	\$ 5,111,321	\$ 5,463,179	\$ 6,087,307	\$ 5,336,725	\$ 5,625,845	\$ 5,718,286	\$ 5,774,723
Franchise Fees	\$ 2,497,407	\$ 2,506,169	\$ 2,441,864	\$ 2,391,990	\$ 2,627,152	\$ 2,464,227	\$ 2,705,956	\$ 2,733,289	\$ 2,760,621
Category:	\$ 2,495,634	\$ 2,363,110	\$ 2,223,293	\$ 2,603,942	\$ 2,838,289	\$ 2,437,310	\$ 2,446,740	\$ 2,502,192	\$ 2,521,640
Court Fines & Fees	\$ 304,139	\$ 398,877	\$ 446,165	\$ 467,247	\$ 621,866	\$ 435,188	\$ 473,149	\$ 482,805	\$ 492,461
Other	\$ 4,642,219	\$ 2,116,585	\$ 5,120,453	\$ 9,101,705	\$ 8,917,366	\$ 14,987,477	\$ 12,248,241	\$ 12,848,530	\$ 13,448,820
Category:	\$ 3,659,217	\$ 2,262,139	\$ 121,123	\$ 3,276,075	\$ 3,002,958	\$ 2,312,935	\$ 744,000	\$ 930,000	\$ 1,116,000
Interest Income	\$ 93,916	\$ (1,096,123)	\$ 1,167,782	\$ 3,640,596	\$ 3,785,706	\$ 3,043,842	\$ 2,137,984	\$ 2,515,275	\$ 2,892,566
Other	\$ 889,086	\$ 950,569	\$ 3,831,548	\$ 2,185,034	\$ 2,128,703	\$ 9,630,700	\$ 9,366,257	\$ 9,403,255	\$ 9,440,253
Total General Fund Revenues	\$ 80,560,453	\$ 95,587,972	\$ 105,114,293	\$ 112,807,686	\$ 118,280,984	\$ 129,826,548	\$ 120,997,128	\$ 124,221,779	\$ 127,591,411

Fund:	General Fund	Category:	Local Sales Tax	Percent of Total General Fund Revenues	56.3%
--------------	---------------------	------------------	------------------------	---	--------------

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 2.5% higher than estimated FY 2026. This is designed to be prudently conservative given ongoing concerns in the global economy.



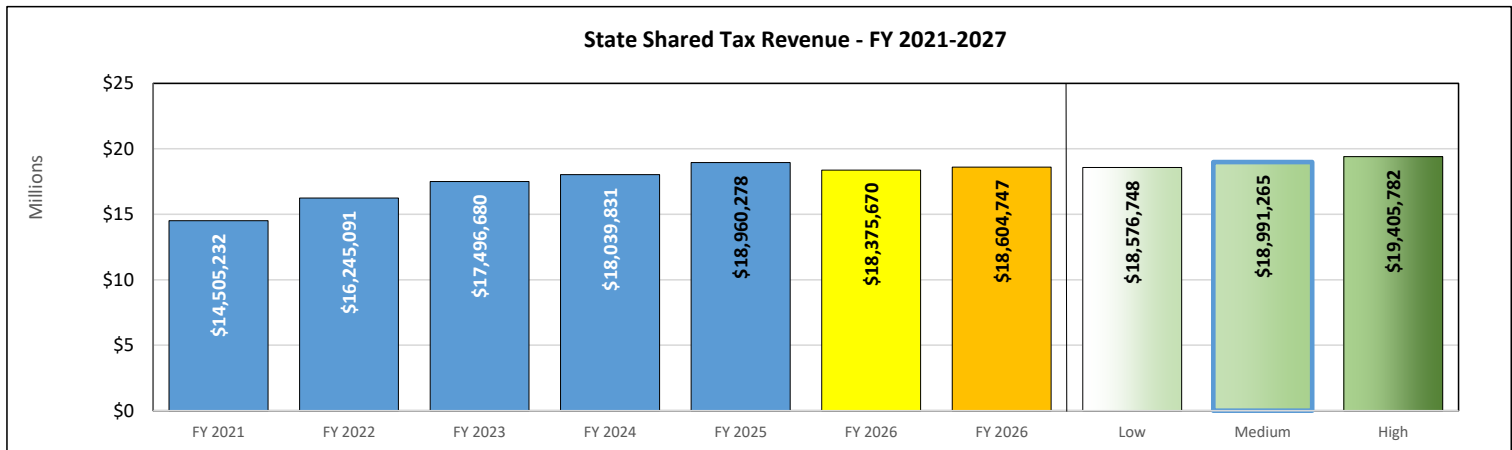
	Actuals					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	18.5%	37.5%	4.9%	3.1%	5.5%	7.46%	9.22%	-0.06%	2.50%	5.06%	
July	3,000,773	4,616,865	4,940,855	5,017,174	5,451,519	5,560,550	5,763,246	5,759,644	5,907,327	6,055,010	3-yr Average
August	2,915,576	4,357,269	4,650,081	4,694,185	5,361,926	5,495,975	5,447,628	5,444,223	5,583,818	5,723,414	-\$ 62,949,239
September	3,022,499	4,794,161	5,022,821	4,990,343	5,453,482	5,589,819	5,868,691	5,865,023	6,015,408	6,165,793	5-Yr Average
October	3,186,150	4,655,427	4,761,957	5,088,909	5,345,416	5,479,051	5,740,323	5,736,736	5,883,831	6,030,927	\$ 57,718,595
November	3,085,542	4,829,484	4,984,513	5,327,485	5,505,704	5,643,346	5,643,346	5,639,819	5,784,430	5,929,041	1.6%
December	4,372,682	5,790,986	6,139,766	6,601,493	6,641,635	6,807,676	6,807,676	6,803,421	6,977,868	7,152,315	10-Yr Average
January	3,007,164	4,188,974	4,590,039	4,615,421	4,853,221	4,974,552	4,974,552	4,971,443	5,098,915	5,226,388	\$ 45,837,014
February	2,550,960	4,267,860	4,465,281	4,686,366	4,811,792	4,932,087	4,932,087	4,929,004	5,055,389	5,181,774	4.4%
March	3,595,329	5,012,805	5,201,808	5,217,775	5,726,001	5,508,666	5,869,151	5,865,483	6,015,880	6,166,277	20-Yr Average
April	4,323,776	4,993,938	5,117,533	5,284,921	5,764,353	5,579,556	5,908,462	5,904,769	6,056,174	6,207,578	\$ 34,934,073
May	4,446,675	5,121,518	5,343,633	5,626,322	5,471,318	5,939,989	5,608,101	5,604,596	5,748,303	5,892,011	3.9%
June	4,492,601	5,116,245	5,338,658	5,274,429	5,479,584	5,568,479	5,616,574	5,613,063	5,756,988	5,900,913	
Totals	\$ 41,999,727	\$ 57,745,532	\$ 60,556,943	\$ 62,424,823	\$ 65,865,952	\$ 67,079,746	\$ 68,179,836	\$ 68,137,223	\$ 69,884,332	\$ 71,631,440	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.

Fund:	General Fund	Category:	State Shared	Percent of Total General Fund Revenues	15.4%
--------------	---------------------	------------------	---------------------	---	--------------

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 2027 assumes a 2.32% increase over *estimated* FY 2026. 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



% yr/yr.	Actuals					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
	7.5%	12.0%	7.7%	3.1%	5.1%	1.9%	3.1%	-0.15%	2.08%	4.31%	
Sales Tax (State)	7,553,994	9,427,976	9,949,094	10,269,176	10,550,609	10,790,334	10,883,673	10,876,871	11,155,765	11,434,659	3-yr Average
Beer Tax (State)	18,536	38,120	38,106	36,681	35,121	36,167	34,176	34,175	34,347	34,518	\$ 18,165,596
State Excise Tax - BANK - January	316,397	247,314	396,896	417,503	454,463	340,130	465,825	366,478	370,180	373,881	-0.2%
In Lieu of Tax (TVA)	810,661	866,622	1,003,531	1,022,878	1,014,006	1,026,233	1,051,180	1,051,075	1,061,692	1,072,308	5-Yr Average
Business License (Local Share)	9,805	9,135	9,605	10,994	16,754	14,097	15,370	15,064	15,217	15,369	\$ 17,049,422
Transient/Peddler Bus. License	5,399	3,492	5,549	3,920	3,876	5,000	5,000	3,920	4,000	4,080	1.2%
Business Tax (State)	4,536,119	4,983,975	5,390,052	5,689,806	6,227,233	5,570,964	5,557,178	5,625,151	5,739,950	5,854,749	10-Yr Average
Income Tax (State)	743,846	77,208	34,723	3,782	8,341	-	-	-	-	-	\$ 15,533,263
Business Tax Record Fee - State	467,994	506,044	549,517	569,636	611,292	592,744	592,346	604,015	610,116	616,217	1.6%
Sports Gaming Revenues	41,063	83,921	115,626	-	-	-	-	-	-	-	20-Yr Average
Cemetery Excise Tax	1,418	1,285	3,981	-	-	-	-	-	-	-	\$ 11,630,086
Transportation Modernization	-	-	-	15,454	38,582	-	-	38,196	38,582	38,967	2.8%
Totals	\$ 14,505,232	\$ 16,245,091	\$ 17,496,680	\$ 18,039,831	\$ 18,960,278	\$ 18,375,670	\$ 18,604,747	\$ 18,576,748	\$ 18,991,265	\$ 19,405,782	#

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.



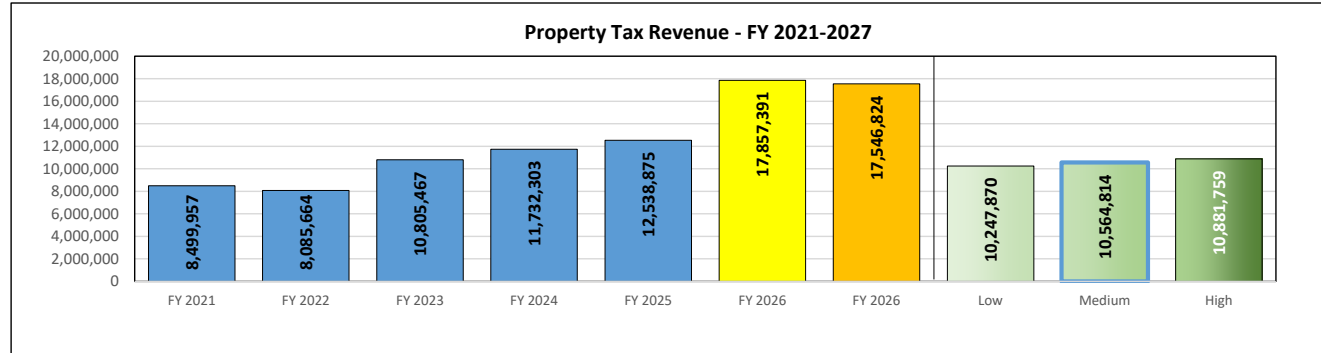
City of Franklin

Revenue Model

Fund:	General Fund	Category:	Property Tax	Percent of Total General Fund Revenues	8.5%
--------------	---------------------	------------------	---------------------	---	-------------

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 2027 Forecast assumes a 3% increase in **gross** property tax available to the general fund to account for modest (3%) growth in the levy over 2027. The General Fund contribution to the Debt Service Fund via Property Taxes is expected to increase due to the issuance of General Obligation Bonds in FY 2026. This causes the overall **net** revenue from property tax to decrease from FY 2026.



	Actuals					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	7.6%	-4.9%	33.6%	8.6%	6.9%	42.4%	-1.7%	-41.60%	-39.79%	-37.98%	
Property Taxes	22,527,250	23,026,943	23,536,380	23,769,831	23,698,671	32,781,385	32,216,913	32,187,918	33,183,420	34,178,923	3-yr Average
Less: Due to IDB/City Loan for IDB**	(2,521,183)	(2,498,769)	(1,209,143)	-	-	-	-	-	-	-	\$ 11,692,215
Less: Debt Service Fund	(10,918,504)	(11,629,983)	(10,658,665)	(10,957,506)	(10,287,155)	(13,741,234)	(13,507,153)	(20,771,790)	(21,414,217)	(22,056,644)	-2.5%
Less: Unavailable Revenue (uncollected at year-end)	(198,781)	(208,754)	(208,452)	(236,944)	(140,000)	(431,205)	(431,205)	(430,817)	(444,141)	(457,465)	
Less: Street Aid Set-Aside	(809,178)	(1,059,197)	(1,094,550)	(1,116,441)	(1,121,083)	(1,184,432)	(1,164,608)	(1,148,899)	(1,184,432)	(1,219,965)	5-Yr Average
Pickups (primarily RR and Public Utility)	196,102	281,998	259,908	265,307	279,806	255,113	255,113	248,925	256,624	264,323	\$ 10,332,453
Plus: Prior Year Collections	224,251	173,426	179,989	151,498	108,636	177,764	177,764	162,533	167,560	172,587	2.7%
Totals	8,499,957	8,085,664	10,805,467	11,732,303	12,538,875	17,857,391	17,546,824	10,247,870	10,564,814	10,881,759	10-Yr Average
											\$ 9,259,248
											5.3%

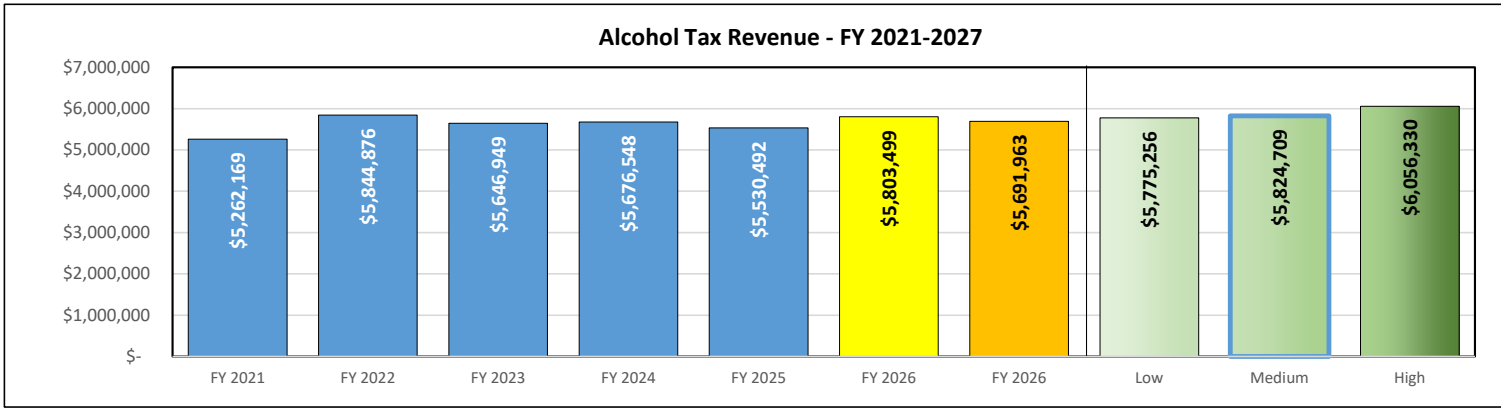
Source: City of Franklin, [Annual Comprehensive Financial Reports - 1990-2025](#) & Estimates from Finance & Revenue Management Departments.



Fund:	General Fund	Category:	Alcohol Tax	Percent of Total General Fund Revenues	4.7%
--------------	---------------------	------------------	--------------------	---	-------------

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 decrease overall by 1.8% compared to FY 2026. All growth factors are based on composite averages presented from the State Finance Board (11/2025).

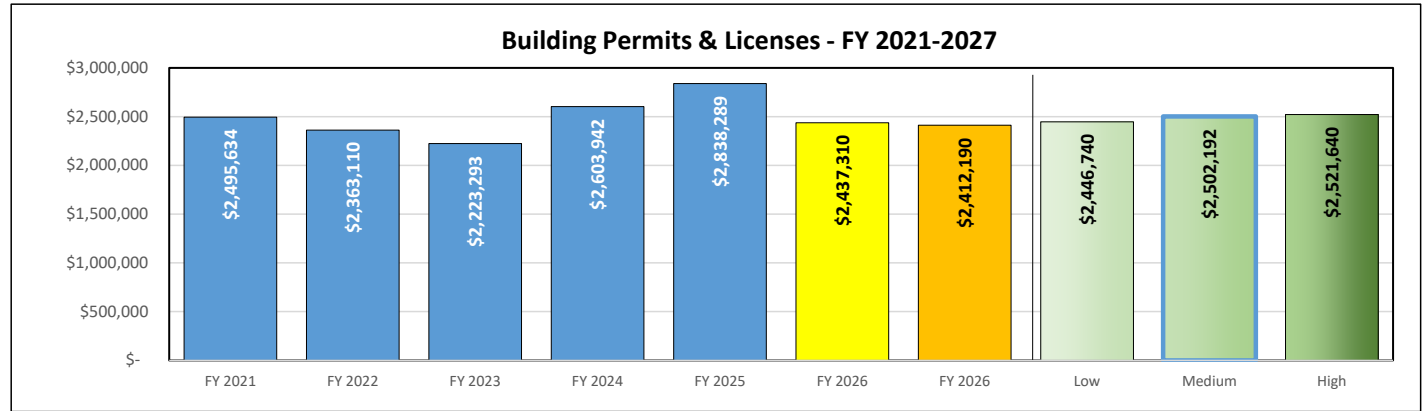


	Actuals				FY 2025	Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024		FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	14.4%	11.1%	-3.4%	0.5%	-2.6%	2.2%	0.3%	1.5%	2.3%	6.4%	
Beer Tax - Wholesale	1,956,504	2,046,920	1,819,226	1,675,086	1,580,025	1,714,564	1,750,133	1,750,090	1,758,884	1,767,678	3-yr Average
Beer Privilege Tax (Renewal)	21,394	27,675	26,749	40,426	27,184	27,597	26,536	28,399	28,686	28,972	\$ 5,617,996
Liquor Tax - Wholesale	1,868,262	1,953,827	1,858,357	1,932,197	1,804,208	1,944,836	1,759,948	1,777,195	1,795,147	1,813,098	0.3%
Liquor Privilege Tax	84,107	139,140	145,715	146,900	216,809	147,635	161,160	215,715	217,894	220,072	5-Yr Average
Mixed Drink Tax	1,331,902	1,677,314	1,796,903	1,881,940	1,902,265	1,968,868	1,994,186	2,003,858	2,024,099	2,226,509	\$ 5,592,207
											0.3%
											10-Yr Average
											\$ 4,909,921
											1.6%
											20-Yr Average
											\$ 3,900,127
											2.3%
Totals	\$ 5,262,169	\$ 5,844,876	\$ 5,646,949	\$ 5,676,548	\$ 5,530,492	\$ 5,803,499	\$ 5,691,963	\$ 5,775,256	\$ 5,824,709	\$ 6,056,330	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.

Fund:	General Fund	Category:	Building Permits & Licenses	Percent of Total General Fund Revenues	2.0%
--------------	---------------------	------------------	--	---	-------------

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 have been slight decreases on 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 an increase of 3.7% in licenses & permits off of FY 2026 budgeted amounts.

	Actuals					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	3.8%	-5.3%	-5.9%	17.1%	9.0%	-14.1%	-15.0%	1.4%	2.7%	4.5%	
Mechanical License	5,075	3,300	2,975	4,050	3,525	3,575	4,469	2,974	3,053	3,065	3-yr Average
Mechanical Permits	113,732	105,740	142,968	111,541	128,201	118,590	123,126	119,869	122,315	123,538	\$ 2,555,175
Building Permits	1,796,730	1,661,426	1,435,153	1,878,751	2,002,762	1,675,181	1,586,637	1,678,687	1,712,946	1,730,075	0.6%
Demo Permit	-	-	-	2,450	3,150	2,100	2,500	2,646	2,700	2,727	
Pool Permit	-	-	-	35,409	30,404	30,000	41,358	35,009	35,724	36,081	5-Yr Average
Technology Fee	65,714	61,900	57,685	70,110	76,895	62,159	62,159	63,829	65,132	65,783	\$ 2,504,854
Appeal Admin	-	1,000	-	-	-	-	-	-	-	-	0.8%
Plumbing Permits	74,574	80,303	90,508	78,753	85,342	82,891	87,309	82,754	84,443	85,288	
Electrical Inspections	247,267	263,042	288,297	226,847	256,164	256,808	265,501	254,771	259,970	262,570	10-Yr Average
Planning Fees (Plans Review)	76,540	83,453	97,687	110,544	114,046	96,235	87,845	96,741	98,715	99,702	\$ 2,607,884
Reinspection Fees	17,900	12,300	9,150	10,600	5,150	11,776	6,250	8,516	8,690	8,777	0.0%
Sign Permits	13,419	9,986	14,328	10,849	13,831	12,473	11,306	11,819	12,060	12,181	
Mobile Food Vendor Permit Fee	5,010	5,655	6,360	5,800	5,450	5,681	5,768	5,804	5,923	5,982	20-Yr Average
Video, Film, Photo Permit Fee	4,400	5,050	4,250	100	400	3,394	2,897	980	1,000	1,010	\$ 2,213,042
Short-Term Rental Permit Fee	-	-	-	4,650	8,950	5,500	5,500	-	5,500	-	0.9%
Tree Cutting Permits	-	-	50	100	100	50	50	49	50	51	
Grading Permits	-	100	100	-	-	-	-	-	-	-	
Roadway Inspections	74,671	69,555	73,782	53,088	103,919	70,898	119,514	82,292	83,972	84,811	
Small Cell ROW Application	600	300	-	300	-	-	-	-	-	-	
Totals	\$ 2,495,634	\$ 2,363,110	\$ 2,223,293	\$ 2,603,942	\$ 2,838,289	\$ 2,437,310	\$ 2,412,190	\$ 2,446,740	\$ 2,502,192	\$ 2,521,640	

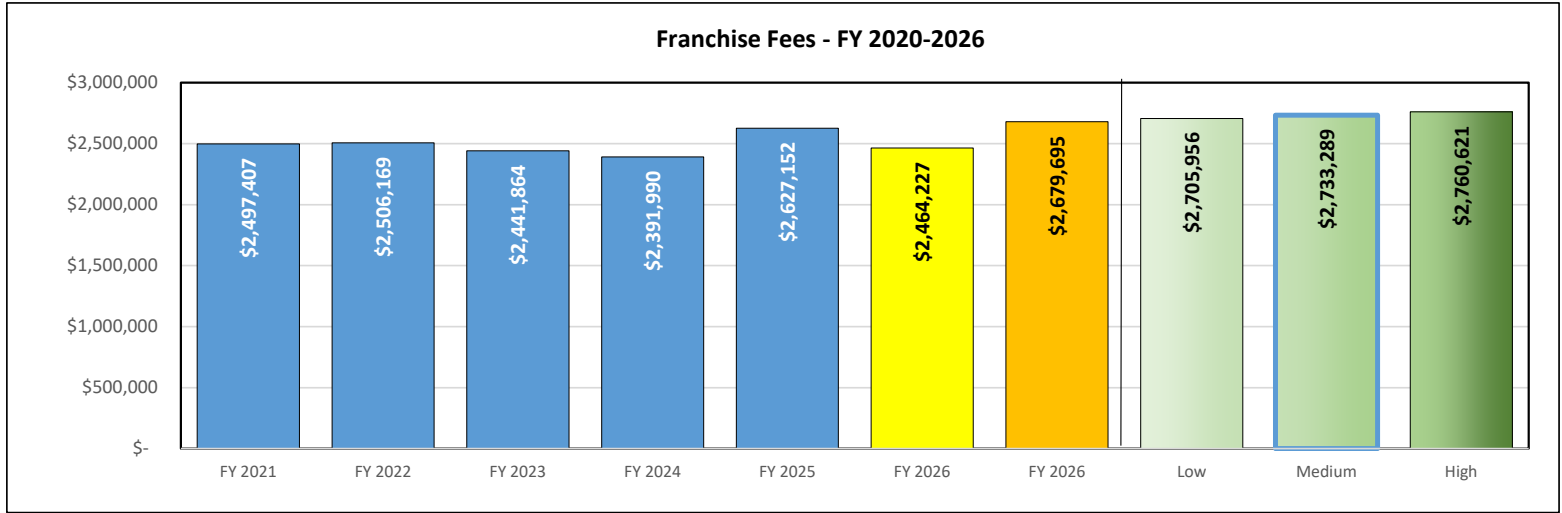
Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.



City of Franklin
Revenue Model

Fund:	General Fund	Category:	Franchise Fees	Percent of Total General Fund Revenues	2.2%
--------------	---------------------	------------------	-----------------------	---	-------------

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 nominal increase over budget is forecasted for FY 2027.

	Actual				FY 2025	Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024		FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	0.3%	0.4%	-3%	-2%	10%	3%	12%	1%	2%	3%	
ATMOS	1,367,141	1,332,994	1,317,273	152,754	1,414,307	157,367	1,442,593	1,456,731	1,471,445	1,486,160	3-yr Average
Comcast	883,330	728,941	886,667	1,257,307	1,043,296	1,295,277	1,064,162	1,074,590	1,085,445	1,096,299	\$ 2,487,002
Piedmont	48,665	158,622	108,578	733,562	97,724	755,715	99,678	100,655	101,672	102,689	-1.3%
AT&T	198,271	285,612	129,346	248,368	71,825	255,868	73,261	73,979	74,726	75,474	5-Yr Average
											\$ 2,492,916
											-0.8%
											10-Yr Average
											\$ 2,459,255
											-0.3%
											20-Yr Average
											\$ 2,195,946
											0.4%
Totals	\$ 2,497,407	\$ 2,506,169	\$ 2,441,864	\$ 2,391,990	\$ 2,627,152	\$ 2,464,227	\$ 2,679,695	\$ 2,705,956	\$ 2,733,289	\$ 2,760,621	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.



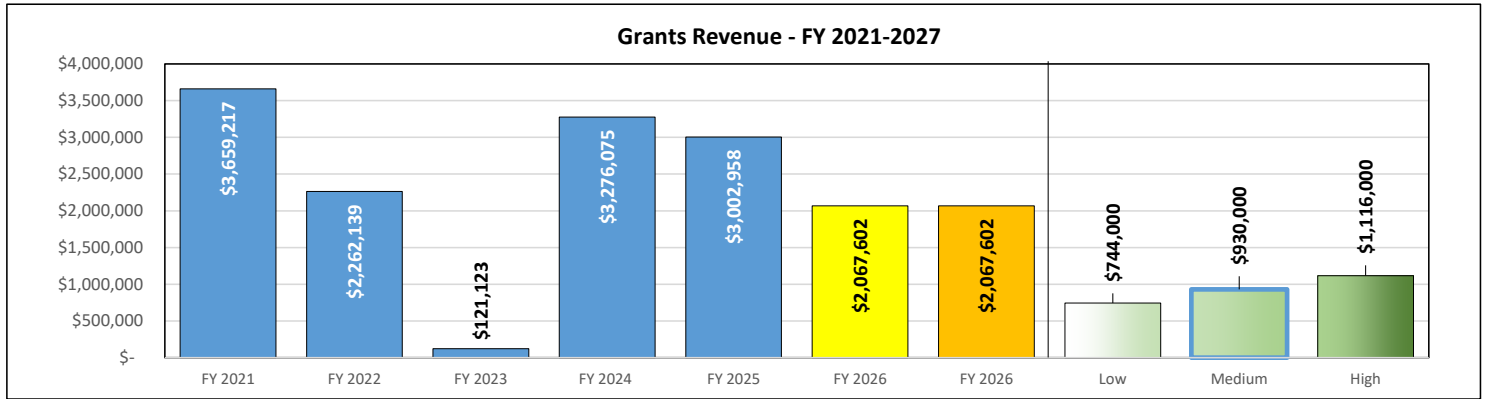
City of Franklin

Revenue Model

Fund:	General Fund	Category:	Grants	Percent of Total General Fund Revenues	0.7%
--------------	---------------------	------------------	---------------	---	-------------

Grants (Federal/State): The City of Franklin, Tennessee regularly applies for grants to support both operations and one-time capital or pilot projects from a variety of state and federal resources. Traditionally, the City has received the most grants for traffic related improvements, public safety, preservation and recreation activities.

The FY 2027 budget assumes base grants for Public Safety, Transportation projects, and Parks and Recreation programming.



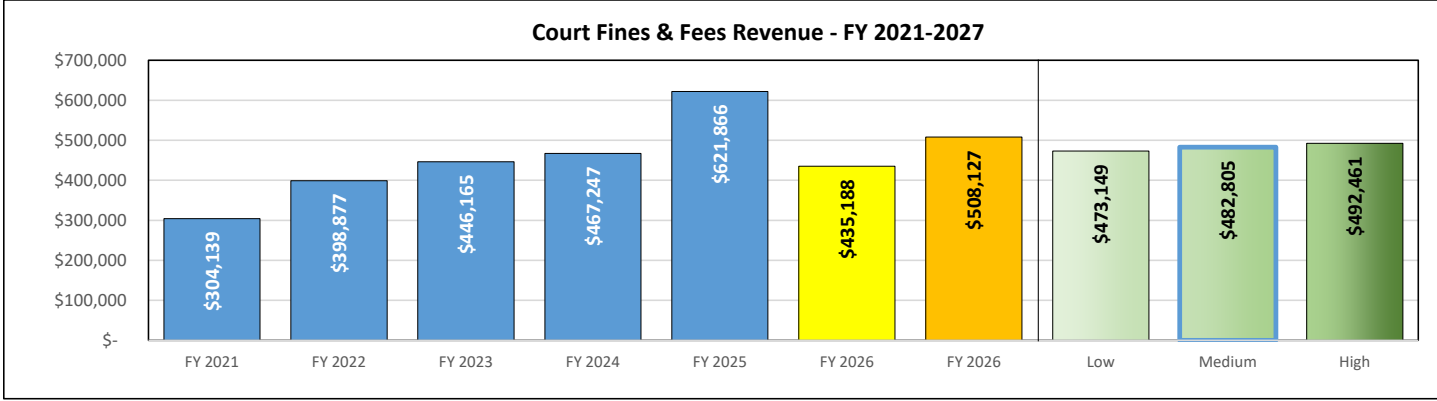
	Actual					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	337.5%	-38.2%	-94.6%	2604.7%	-8.3%	-31.1%	0.0%	-64.0%	-55.0%	-46.0%	
Federal Grant - TOC	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 842,000	\$ 842,000	640,000	800,000	960,000	3-yr Average
Homeland Security Grant (42123)	\$ -	\$ 8,053	\$ 1,649	\$ -	\$ -	\$ -	\$ -	-	-	-	\$ 2,133,385
Homeland Security Grant (42200)	\$ 9,710	\$ 61,922	\$ 42,047	\$ 48,637	\$ 110,301	\$ 50,000	\$ 50,000	80,000	100,000	120,000	17.9%
Homeland Security Grant (43110)	\$ -	\$ 25,739	\$ 3,889	\$ -	\$ -	\$ -	\$ -	-	-	-	
Homeland Security Grant (44700)	\$ -	\$ 44,565	\$ 8,913	\$ -	\$ -	\$ -	\$ -	-	-	-	5-Yr Average
Dept of House & Urban Dev (Federal)	\$ -	\$ -	\$ -	\$ 175,000	\$ -	\$ -	\$ -	-	-	-	\$ 2,464,302
Dept of Commerce and Insurance (State)	\$ -	\$ -	\$ -	\$ 2,000	\$ 36,000	\$ 4,000	\$ 4,000	-	-	-	6.6%
Dept of Justice (Federal)	\$ 4,308	\$ 20,642	\$ 8,768	\$ 21,441	\$ 7,384	\$ -	\$ -	-	-	-	
Dept of Finance & Admin (Federal)	\$ -	\$ -	\$ -	\$ -	\$ 228,949	\$ -	\$ -	-	-	-	
Dept of Interior (Federal)	\$ -	\$ 14,700	\$ 5,400	\$ 1,980,050	\$ 970,935	\$ -	\$ -	-	-	-	\$ 1,588,551
Dept of Transportation (Federal)	\$ 704,040	\$ 509,925	\$ 5,394	\$ 26,351	\$ 32,133	\$ -	\$ -	-	-	-	10.6%
Dept of Transportation (Federal)	\$ -	\$ -	\$ -	\$ 22,596	\$ 1,617,256	\$ -	\$ -	-	-	-	
Dept of Treasury (Federal)	\$ 1,131,180	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	20-Yr Average
Dept of Transportation (Federal)	\$ -	\$ 639,321	\$ 52,938	\$ 1,000,000	\$ -	\$ -	\$ -	-	-	-	\$ 1,090,982
Preservation Plan Grant	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 24,000	\$ 24,000	-	-	-	
Governor's Local Gov't Support Grant	\$ 1,815,648	\$ 924,150	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	
TN EMA (State)	\$ -	\$ 13,122	\$ (7,875)	\$ -	\$ -	\$ -	\$ -	-	-	-	
TN Historic Preservation Grants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	24,000	30,000	36,000	
TN Dept of Agriculture	\$ 2,453	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	
In-Kind Contributions	\$ (8,121)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	
Liberty Hills Stream Restoration - Storm	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,147,602	\$ 1,147,602	-	-	-	
Totals	\$ 3,659,217	\$ 2,262,139	\$ 121,123	\$ 3,276,075	\$ 3,002,958	\$ 2,067,602	\$ 2,067,602	\$ 744,000	\$ 930,000	\$ 1,116,000	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2025* & Estimates from Finance & Revenue Management Departments.

Fund: General Fund	Category: Court Fines & Fees	Percent of Total General Fund Revenues 0.4%
---------------------------	-------------------------------------	--

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 increase approximately 11% compared to the FY 2026 budget.



	Actuals					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	-21.7%	31.1%	12%	5%	33%	-7%	9%	9%	11%	13%	
Fines/Fees - Mun Court	53,533	94,890	99,209	107,671	146,288	106,475	137,471	115,911	118,277	120,642	3-yr Average
Court-Local Litigation Tax	2,236	2,832	2,912	3,245	21,870	2,238	2,834	6,551	6,685	6,819	\$ 511,759
Court-Bad Check	160	-	-	1,110	96	148	148	145	148	151	-2.9%
Delinquent Court Fees & Fines	6,556	9,813	9,739	9,975	13,828	10,654	11,075	10,775	10,995	11,215	5-yr Average
Court-Driving School	33,631	49,393	49,689	55,511	96,920	56,758	76,258	67,455	68,832	70,209	\$ 447,659
Court-Admin Fee	720	1,586	1,908	1,553	1,568	1,719	1,719	1,830	1,867	1,904	0.9%
Fines - Gen Sessions	59,763	80,425	89,169	84,170	55,139	76,647	75,061	76,009	77,561	79,112	10-Yr Average
Officer Costs - General Sessions/Circuit Court	95,693	104,055	103,810	85,018	81,622	96,776	88,197	91,596	93,466	95,335	\$ 436,230
Parking Fines - Mun Court	8,361	16,710	38,680	34,689	31,010	25,757	27,185	30,515	31,137	31,760	0.8%
Fines - Traffic Offenses	27,427	36,741	49,452	82,914	95,100	56,615	86,730	70,847	72,293	73,738	20-Yr Average
Failure To Appear - Fine	980	1,550	1,360	1,390	1,900	1,400	1,450	1,514	1,545	1,576	\$ 639,436
Technology Fee	-	-	-	2	1,831	-	-	-	-	-	-1.3%
Confiscated Goods (Federal)	-	-	-	-	74,693	-	-	-	-	-	
Confiscated Goods (State)	15,079	882	238	-	-	-	-	-	-	-	
Totals	\$ 304,139	\$ 398,877	\$ 446,165	\$ 467,247	\$ 621,866	\$ 435,188	\$ 508,127	\$ 473,149	\$ 482,805	\$ 492,461	

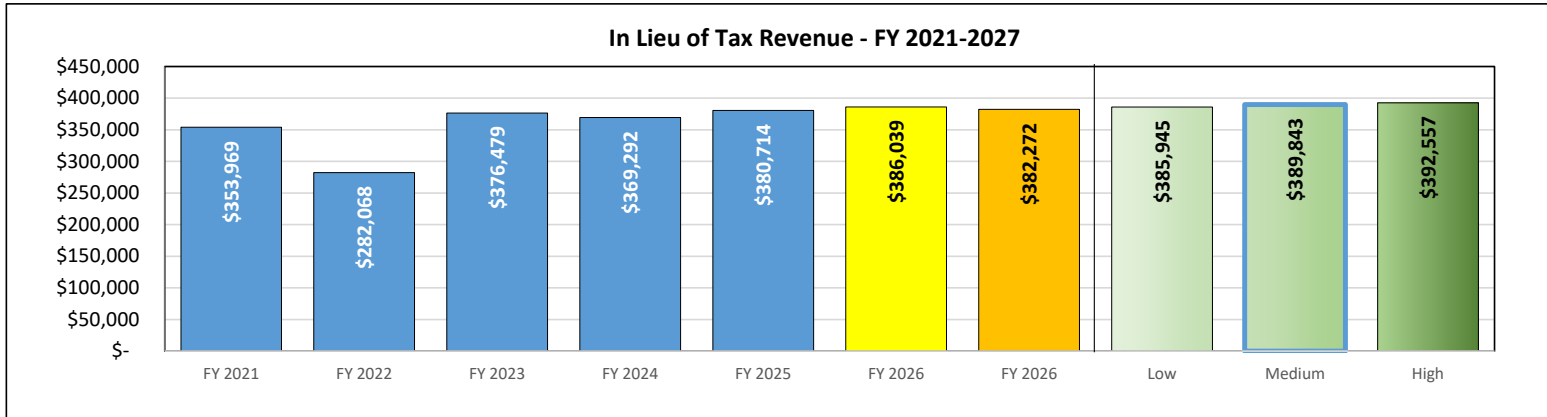
Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2025* & Estimates from Finance & Revenue Management Departments.



City of Franklin
Revenue Model

Fund:	General Fund	Category:	In Lieu of Tax	Percent of Total General Fund Revenues	0.3%
--------------	---------------------	------------------	-----------------------	---	-------------

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. The base amount of In Lieu of Tax Revenue is projected to increase 2% over FY 2026 budgeted estimates.



	Actual					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	-11.3%	-20.3%	33%	-2%	3%	5%	4%	1%	2%	3%	
Franklin Housing Authority	17,958	11,769		17,556	19,170	22,812	22,586	22,810	23,040	23,270	\$ 375,495
Nissan (TIF District)	197,962	211,602	198,060	168,176	170,929	210,501	208,417	210,480	212,606	214,732	-0.6%
Community Health Systems (CHS)											5-Yr Average
FHA - Reddick Street	83,087	8,404	84,129	87,377	94,432	88,198	87,325	88,189	89,080	89,971	\$ 352,504
Ramsey Solutions	54,962	50,293	94,290	90,583	90,583	58,927	58,344	58,922	59,517	58,927	1.0%
Spring Street				3,200	3,200	3,200	3,200	3,168	3,200	3,232	10-Yr Average
Chickasaw Senior Community				2,400	2,400	2,400	2,400	2,376	2,400	2,424	\$ 330,673
											1.2%
											20-Yr Average
											\$ 290,481
											1.4%
Totals	\$ 353,969	\$ 282,068	\$ 376,479	\$ 369,292	\$ 380,714	\$ 386,039	\$ 382,272	\$ 385,945	\$ 389,843	\$ 392,557	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.

2.0%

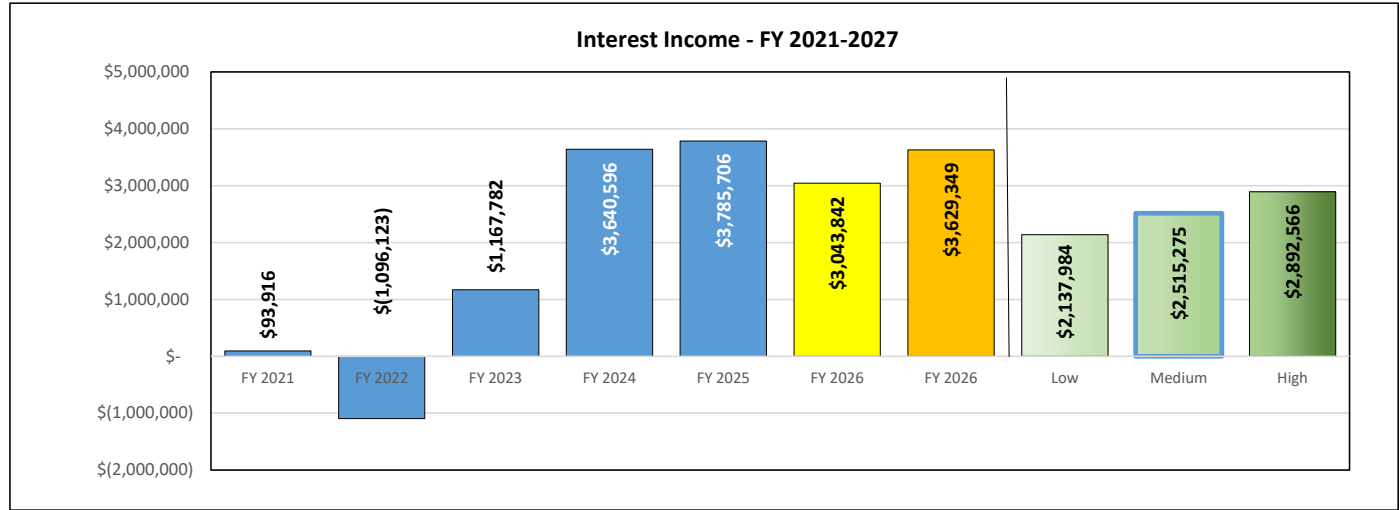


City of Franklin

Revenue Model

Fund:	General Fund	Category:	Interest Income	Percent of Total General Fund Revenues	2.0%
--------------	---------------------	------------------	------------------------	---	-------------

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 was able to lock in higher rates and healthier returns for FY 2024 and 2025.



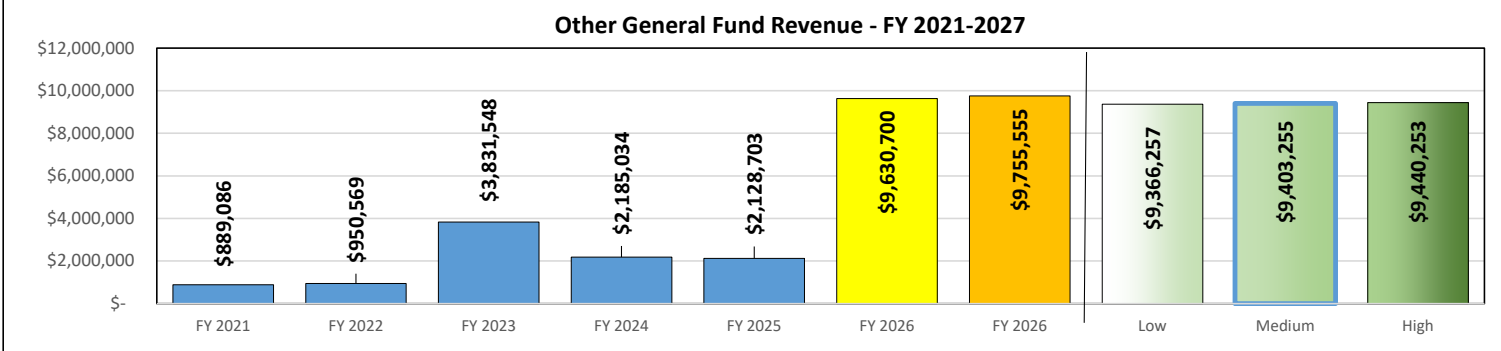
FY 2026 is forecasted to decrease by 31% due to interest rates decreasing. This is subject to change throughout the budget process as we get a clearer picture on what interest rates are expected to look like in the next year.

	Actual					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
	-92.2%	-1267.1%	207%	-212%	-4%	16%	0%	-41%	-31%	-20%	
July	13,748	4,326	2,819	27,962	18,304	12,870	11,198	8,205	9,652	11,100	3-yr Average
August	13,329	2,049	5,993	23,863	9,980	6,860	3,656	4,374	5,145	5,917	\$ 2,864,695
September	2,873	3,066	12,529	21,933	6,637	4,607	3,534	2,937	3,455	3,974	9.0%
October	4,214	2,590	1,002	2,187	9,770	6,741	6,839	4,297	5,055	5,814	5-Yr Average
November	13,589	10,964	5,559	1,673	6,594	4,381	4,616	2,793	3,285	3,778	\$ 1,518,375
December	7,866	9,519	3,544	224	3,002	1,812	2,102	1,155	1,359	1,563	28.0%
January	6,903	6,913	5,100	13,427	14,036	13,717	9,825	8,744	10,287	11,831	10-Yr Average
February	(6,559)	5,751	26,971	21,230	26,146	27,339	18,302	17,429	20,504	23,580	\$ 1,052,856
March	11,574	8,768	59,064	45,422	47,254	52,847	33,078	33,690	39,635	45,581	24.6%
April	9,751	10,490	54,702	34,672	29,978	17,160	20,985	10,939	12,870	14,800	20-Yr Average
May	11,012	15,586	69,548	30,868	32,927	20,109	23,049	12,820	15,082	17,344	\$ 848,049
June	5,616	7,328	38,690	16,287	30,927	10,502	21,649	6,695	7,876	9,058	16.5%
LGIP Interest		17,378	76,002	127,650	167,859	89,355	89,355	56,964	67,016	77,069	
Lease Interest Revenue		4,787	11,357	22,637	20,851	19,722	19,722	17,723	20,851	23,979	
Investment Interest		(1,205,638)	794,903	3,250,562	3,361,440	2,755,821	3,361,440	1,949,220	2,293,200	2,637,180	
Totals	\$ 93,916	\$ (1,096,123)	\$ 1,167,782	\$ 3,640,596	\$ 3,785,706	\$ 3,043,842	\$ 3,629,349	\$ 2,137,984	\$ 2,515,275	\$ 2,892,566	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.

Fund:	General Fund	Category:	Other	Percent of Total General Fund Revenues			7.6%
--------------	---------------------	------------------	--------------	---	--	--	-------------

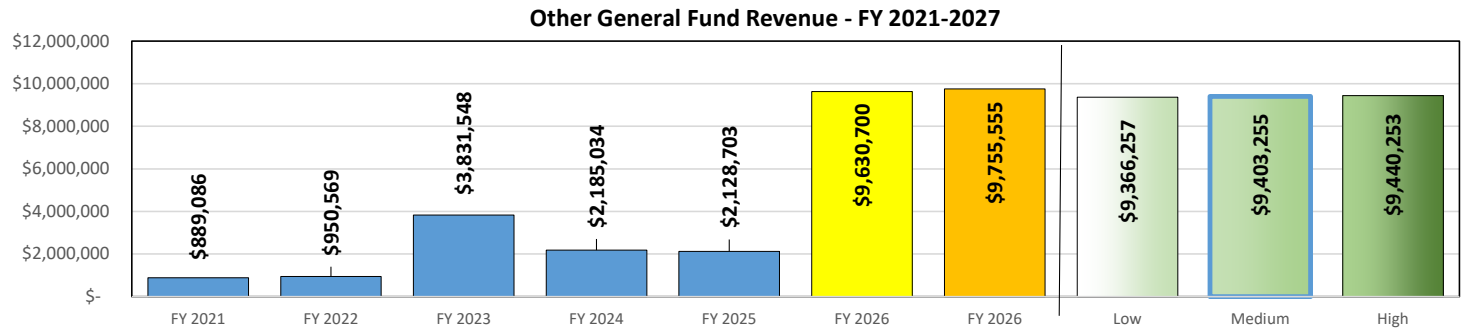
Other: This catch-all revenue category comprises all other individual categories of General Fund Revenue. Traditionally the largest components are one-time receipts, such as contributions from developers. Other Revenue can fluctuate greatly from year to year.



	Actual					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	14.4%	6.9%	303%	-43%	-3%	352%	1%	-4%	0%	0%	3-yr Average
City Tax Relief	(11,769)	(12,290)	(13,645)	-	-	-	-	-	-	-	\$ 2,715,095
Prop Taxes - P&I	54,878	45,040	44,811	36,759	28,530	48,014	48,014	41,164	42,004	42,844	-6.5%
Planning Fees (Rezoning)	10,000	8,000	8,800	7,800	6,900	8,816	7,020	7,550	7,704	7,858	5-Yr Average
Planning Fees (Site Plans)	47,291	67,513	112,054	86,991	91,422	81,911	95,744	89,819	91,652	93,485	\$ 1,996,988
Planning Fees (Plat Submittal)	46,875	44,552	52,650	42,025	42,600	43,737	47,119	42,782	43,655	44,528	1.9%
Planning Fees (Misc Planning)	-	-	220	-	-	-	-	-	-	-	10-Yr Average
Annexation Fees	8,200	2,950	2,800	250	1,350	3,550	3,110	2,050	2,092	2,134	\$ 1,399,279
Plan Amendment Fees	3,000	-	1,800	1,000	2,500	1,450	1,660	1,364	1,392	1,420	5.6%
Development Plan Fee	88,204	36,513	25,455	43,228	75,039	48,350	53,688	45,849	46,785	47,720	20-Yr Average
Board of Zoning Appeals	5,250	7,450	6,450	6,000	7,400	6,288	6,510	6,627	6,762	6,897	\$ 2,316,742
Joint Conceptual Workshop	2,200	1,600	1,600	1,700	1,500	1,775	1,720	1,592	1,624	1,656	-0.3%
Beer Permits (New Applic Fee)	11,050	9,750	10,750	13,250	14,900	10,538	11,338	11,170	11,398	11,626	
Yard Sale Permits	5,030	4,620	4,210	4,105	3,660	3,897	3,730	3,585	3,659	3,732	
Alarm Permits	26,385	26,760	26,895	24,078	59,065	32,423	33,722	33,589	34,274	34,960	
Miscellaneous Permits	20,950	30,250	20,450	11,850	19,950	17,383	27,810	18,378	18,753	19,128	
Maps Sold	1,620	7,422	1,870	640	1,938	3,022	3,022	2,644	2,698	2,752	
Plans Sold	4,700	150	3,700	900	1,450	2,630	2,630	2,136	2,180	2,224	
Records Sold	1,766	2,295	4,350	2,257	3,821	2,317	2,317	2,840	2,898	2,956	
Special Event Services Fee	2,500	3,400	2,500	4,100	3,200	3,039	3,039	3,077	3,140	3,203	
Accident Reports	581	1,427	5,509	2,229	1,655	2,100	2,100	2,235	2,280	2,326	
Sex Offender Registry	2,100	1,950	2,250	1,950	2,250	2,070	2,070	2,058	2,100	2,142	
License Seizure Fees	595	810	1,090	1,220	830	924	924	891	909	927	
Citizen's Police Academy				175	-	-	-	-	-	-	
Police Extra Duty	45,402	190,056	849,265	932,074	912,629	988,239	984,554	974,512	994,400	1,014,288	

Fund:	General Fund	Category:	Other	Percent of Total General Fund Revenues			7.6%
--------------	---------------------	------------------	--------------	---	--	--	-------------

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.



	Actual					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
Technology Fee - PD	-	-	-	8	7,347	-	4,401				
Compost Voucher (Non-Refundable)	21,280	21,640	33,740	48,550	39,370	31,616	31,616	32,580	33,245	33,910	
Beer Board Violations	4,000	-	250	250.00	-	250.00	250.00	245	250	255	
Bldg & Street Stds Appeals Fees	-	-	250	250.00	-	250.00	250.00	245	250	255	
Tree Bank Fees	-	-	-	-	75,560	-	42,500	55,860	57,000	58,140	
Sidewalk Reserve Fees	-	-	-	-	100,746	-	-	-	-	-	
Rebates on Purchases	82,168	96,531	128,634	126,322	145,564	107,751	107,751	118,541	120,960	123,380	
Rent - Mall & Other	18,001	20,615	14,901	22,901	14,401	16,523	16,523	15,760	16,081	16,403	
Park Concessions	72,108	146,186	153,103	175,490	189,278	167,052	195,202	171,783	175,289	178,795	
Harlinsdale Rentals	13,719	-	200	1,371	-	1,200	1,200	1,960	2,000	2,040	
Sale of Surplus Assets	21,392	95,926	192,229	123,145	16,945	100,000	100,000	14,700	15,000	15,300	
Electrical Charging Stations	402	2,183	2,277	2,839	1,318	2,000	2,000	1,960	2,000	2,040	
Insurance Reimbursements	-	21,829	1,525,131	-	-	70,000	70,000	-	-	-	
Called Performance Bonds	-	-	309,991	113,824	-	121,000	121,000	-	-	-	
Miscellaneous Other Revenue	90,014	51,986	148,338	1,280	8,775	91,479	91,479	73,955	75,464	76,974	
Christmas Tree Lighting	15,000	10,000	39,150	31,000	29,000	30,000	30,000	29,400	30,000	30,600	
Capital Application from Fund Balance	-	-	-	-	-	7,553,667	7,553,667	7,553,357	7,553,357	7,553,357	
Developer Contribution	172,500	-	-	-	-	-	-	-	-	-	
Contributions	1,000	-	-	-	-	5,000	25,435	-	-	-	
Lease Proceeds	-	-	85,618	288,695	214,902	-	-	-	-	-	
Settlement Proceeds	-	-	62	-	-	-	-	-	-	-	
Opioid Settlement	-	-	21,091	24,401	2,906	20,435	20,435	-	-	-	
Reimbursement of PY Exp	-	-	-	128	-	-	-	-	-	-	
Totals	\$ 889,086	\$ 950,569	\$ 3,831,548	\$ 2,185,034	\$ 2,128,703	\$ 9,630,700	\$ 9,755,555	\$ 9,366,257	\$ 9,403,255	\$ 9,440,253	

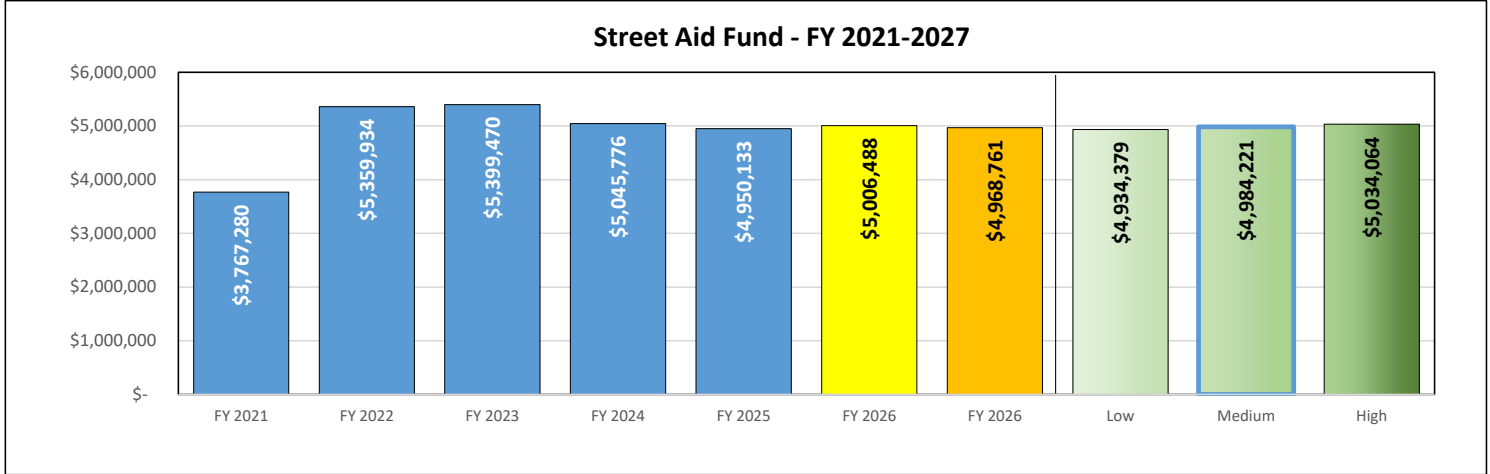
Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2025* & Estimates from Finance & Revenue Management Departments.



City of Franklin
Revenue Model

Fund:	Street Aid	Percent of All Revenues	2.0%
--------------	-------------------	--------------------------------	-------------

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 0.7% increase over *estimated* FY 2026 at this time.

	Actuals					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	0.7%	42.3%	0.7%	-6.6%	-1.9%	-0.8%	-1.5%	-0.69%	0.31%	1.31%	
PROPERTY TAXES COLLECTED	809,178	1,059,197	1,094,550	1,116,441	1,121,083	1,184,432	1,184,432	1,172,588	1,184,432	1,196,277	3-yr Average
GASOLINE TAX (STATE)	2,706,895	3,035,485	3,052,033	3,071,361	3,071,876	3,119,787	3,082,060	3,072,598	3,103,634	3,134,671	\$ 5,131,793
INTEREST INCOME	1,207	15,252	135,806	199,354	69,831	51,580	51,580	38,298	38,685	39,072	-0.6%
TRANSFER FROM GENERAL FUND	250,000	1,250,000	1,083,921	500,000	500,000	500,000	500,000	495,000	500,000	505,000	5-Yr Average
Sports Wagering Privilege Tax (Rd & Bld)			33,160	158,620	187,342	150,689	150,689	155,895	157,470	159,045	\$ 4,904,519
											0.6%
											10-Yr Average
											\$ 4,230,991
											3.9%
Totals	\$ 3,767,280	\$ 5,359,934	\$ 5,399,470	\$ 5,045,776	\$ 4,950,133	\$ 5,006,488	\$ 4,968,761	\$ 4,934,379	\$ 4,984,221	\$ 5,034,064	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.



City of Franklin

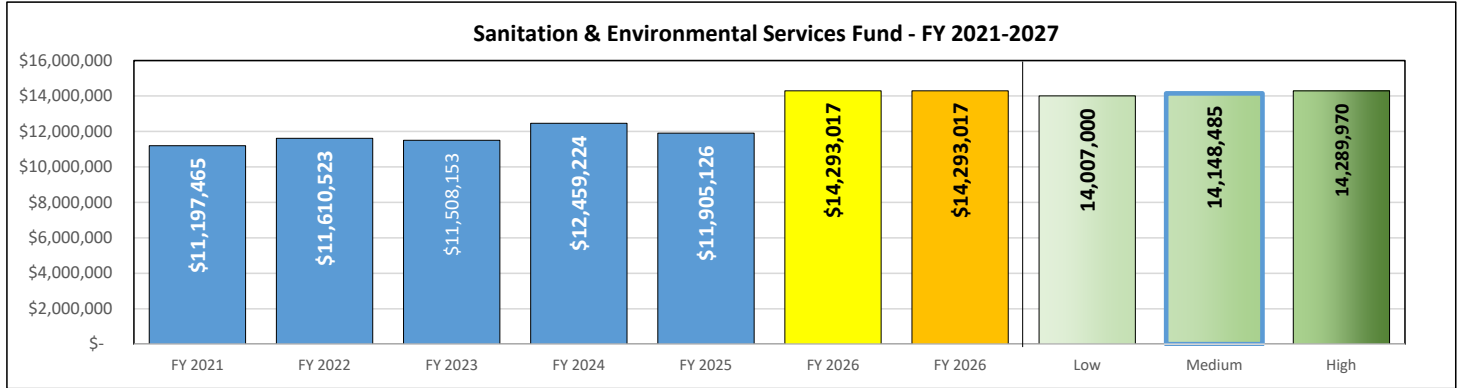
Revenue Model

Fund:	Sanitation & Environmental Services Fund	Percent of All Revenues	5.6%
--------------	---	--------------------------------	-------------

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 is a 5% increase overall from FY2026 recurring estimates due to expected growth and the rate increase from \$31 to \$33 approved by the BOMA and effective January 1, 2026.



	Actuals					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	15.0%	3.7%	-0.9%	8.3%	-4.4%	14.7%	14.7%	-2%	-1%	0%	
FEMA/TEMA GRANTS (FED/STATE)	-	64,092	-	-	-	-	-	-	-	-	3-yr Average
SOLID WASTE GRANT (STATE)	14,327	-	-	-	-	-	-	-	-	-	\$ 11,957,501
SPECIAL EVENT SERVICES FEE	606	-	2,352	1,366	5,181	3,163	3,163	2,937	2,966	2,996	1.4%
COLLECTION REVENUES	5,534,270	6,066,325	6,568,117	7,017,145	8,267,695	9,750,000	9,750,000	10,193,040	10,296,000	10,398,960	5-Yr Average
ADDL RESIDENTIAL ROLLOUT CONTAINERS	5,595	4,290	3,850	4,525	3,850	4,250	4,250	4,034	4,075	4,116	\$ 11,736,098
ADDL RESIDENTIAL ROLLOUT CONTAINERS	-	-	635	-	-	-	-	-	-	-	1.2%
BLUE BIN SETUP FEE	393,658	76,535	30,808	19,213	33,094	11,000	11,000	27,428	27,705	27,982	10-Yr Average
TIPPING FEES	4,149,853	4,335,568	4,079,676	3,234,977	3,361,838	3,300,000	3,300,000	3,465,000	3,500,000	3,535,000	\$ 10,422,681
CARDBOARD RECYCLING	-	-	-	(136)	-	-	-	-	-	-	2.0%
RECYCLING-BATTERIES	-	1,097	2,598	2,300	2,229	2,006	2,006	2,352	2,376	2,400	20-Yr Average
RECYCLING-ELECTRONICS	3,643	1,980	2,860	2,253	1,973	2,377	2,377	2,338	2,362	2,385	\$ 8,616,807
RECYCLING-METAL	178	31	347	-	-	189	189	172	174	175	4.5%
BUCK A BAG PROGRAM	1,998	2,046	1,760	1,796	1,605	1,881	1,881	1,703	1,720	1,738	25-Yr Average
RESIDENTIAL BRUSH	2,625	3,250	2,500	5,125	2,625	3,647	3,647	3,383	3,417	3,451	\$ 7,261,505
NON-RESIDENTIAL BRUSH	125	289	-	-	-	295	295	-	-	-	7.2%
NON-RESIDENTIAL BULKY GOODS	-	-	-	-	-	-	-	1,862	1,881	1,900	
INTEREST INCOME	751	7,849	34,555	20,179	1,057	9,118	9,118	6,770	6,839	6,907	
SALE OF WASTE CONTAINERS	13,350	25,068	24,675	30,975	31,077	26,906	26,906	28,620	28,909	29,198	
SALE OF SURPLUS ASSETS	84,151	342,700	34,512	203,223	64,565	193,478	193,478	99,759	100,767	101,774	
TRANSFER FROM GENERAL FUND	900,000	515,680	500,000	1,750,000	-	-	-	-	-	-	
MISCELLANEOUS OTHER REVENUE	44,473	-	-	-	-	-	-	-	-	-	
USE OF FUND BALANCE	-	-	-	-	-	800,644	800,644	-	-	-	
LATE PAY FEES	47,863	163,723	218,908	166,283	128,338	184,063	184,063	169,465	171,177	172,888	
Totals	\$ 11,197,465	\$ 11,610,523	\$ 11,508,153	\$ 12,459,224	\$ 11,905,126	\$ 14,293,017	\$ 14,293,017	14,007,000	14,148,485	14,289,970	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.
 FY 2027 Revenue Model - Budget & Finance Committee



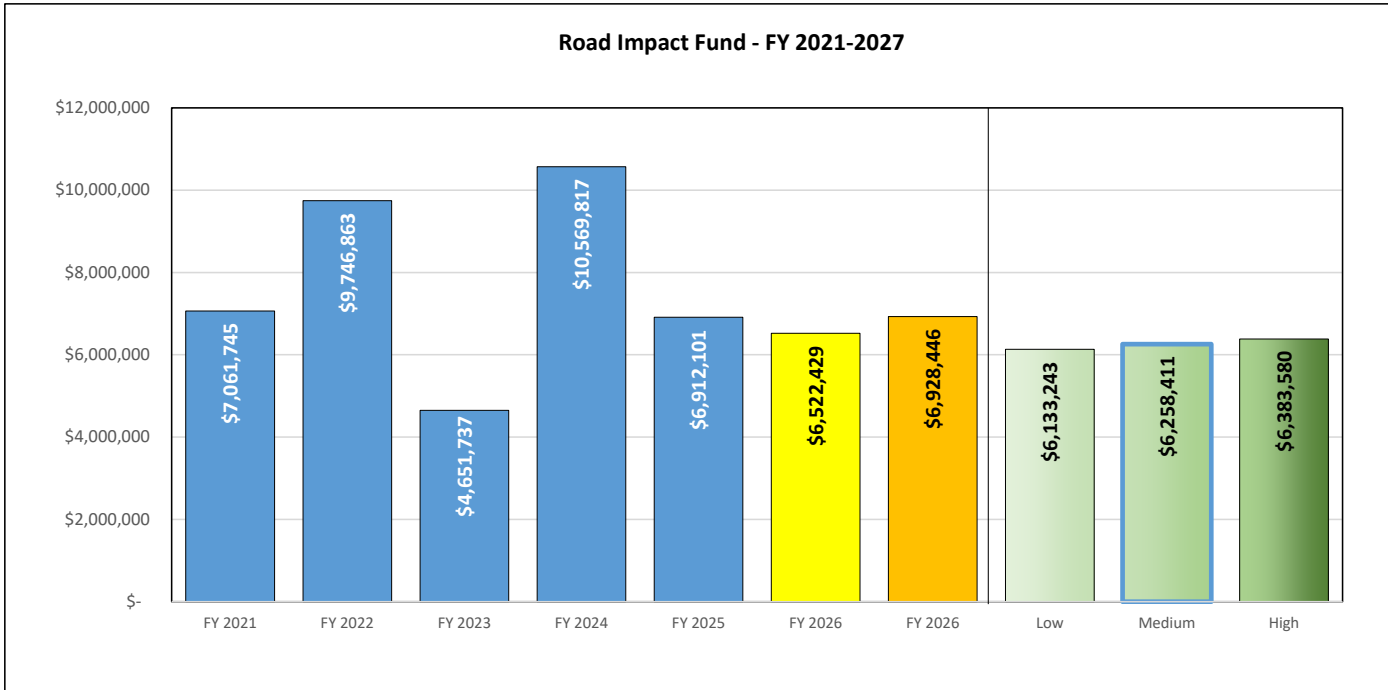
City of Franklin

Revenue Model

Fund:	Road Impact	Percent of All Revenues	2.5%
--------------	--------------------	--------------------------------	-------------

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 and again in 2024.

The forecast for FY 2026 is an estimate based upon historic averages and year-to-date activity assuming 60% collection rates. 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 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	-45.5%	38.0%	-52.3%	127.2%	-34.6%	-38.3%	-34.5%	-11%	-10%	-8%	
Road Impact Fees											3-yr Average
Arterials	4,061,173	6,371,224	2,530,625	5,520,950	3,118,817	3,126,686	3,532,703	3,097,925	3,161,148	3,224,371	\$ 7,377,885
Collector Area 1	8,484	1,957,665	173,287	2,125,643	404,032	762,727	762,727	797,233	813,503	829,773	14.4%
Collector Area 2	1,326,079	1,374,601	1,199,356	1,037,068	852,711	921,806	921,806	791,675	807,831	823,988	5-Yr Average
Collector Area 3	573,304	891,008	320,779	534,724	945,215	410,805	410,805	456,072	465,380	474,687	\$ 7,788,453
Collector Area 4	57,615	46,608	11,690	58,112	104,645	32,297	32,297	37,243	38,003	38,763	7.1%
Interest Income	86,592	(894,243)	416,000	1,293,320	1,486,681	1,121,584	1,121,584	953,096	972,547	991,998	10-Yr Average
Transfer from General Fund	-	-	-	-	-	146,524	146,524	-	-	-	\$ 8,682,761
Miscellaneous Income	948,498	-	-	-	-	-	-	-	-	-	4.3%
Totals	\$ 7,061,745	\$ 9,746,863	\$ 4,651,737	\$ 10,569,817	\$ 6,912,101	\$ 6,522,429	\$ 6,928,446	\$ 6,133,243	\$ 6,258,411	\$ 6,383,580	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 2001-2025* & Estimates from Finance & Revenue Management Departments.



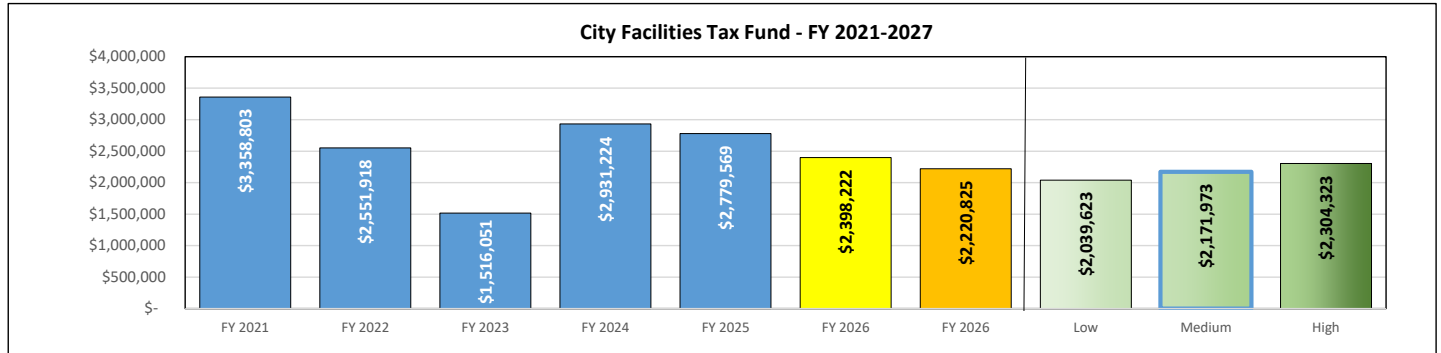
City of Franklin

Revenue Model

Fund:	City Facilities Tax Fund	Percent of All Revenues	0.9%
--------------	---------------------------------	--------------------------------	-------------

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 2027 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 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	-3.6%	-24.0%	-41%	93%	-5%	-18%	-24%	-8%	-2%	4%	
July	137,965	267,491	76,800	75,415	114,797	114,320	82,299	99,614	104,856	110,099	3-yr Average
August	567,347	608,156	93,870	93,649	194,716	264,815	88,943	174,312	183,487	192,661	\$ 2,408,948
September	106,988	78,518	332,217	87,535	152,114	128,753	65,762	115,658	121,745	127,832	7.2%
October	192,828	116,774	88,127	284,510	115,875	135,679	100,218	113,939	119,936	125,932	5-Yr Average
November	226,319	348,525	37,787	454,540	119,705	201,769	336,131	209,415	220,437	231,459	\$ 2,627,513
December	392,660	315,251	98,377	127,456	130,097	180,853	180,853	137,603	144,846	152,088	2.3%
January	284,889	110,770	72,064	398,040	97,098	163,686	163,686	135,928	143,082	150,236	10-Yr Average
February	98,466	134,799	127,036	211,600	58,567	201,377	107,180	103,228	108,661	114,094	\$ 3,336,867
March	153,528	134,437	74,588	131,650	612,667	102,542	188,168	184,354	194,057	203,760	-1.2%
April	192,471	163,610	80,552	108,491	183,354	113,202	123,841	106,565	112,174	117,783	20-Yr Average
May	168,569	106,107	102,354	226,812	134,098	120,704	125,450	112,214	118,120	124,026	\$ 2,834,261
June	160,365	281,776	118,178	121,557	86,353	142,827	130,599	119,262	125,539	131,816	0.3%
Interest Income	36,408	(340,740)	214,101	609,969	780,128	527,695	527,696	427,531	475,035	522,538	
Contributions from Others	640,000	226,444	-	-	-	-	-	-	-	-	
Totals	\$ 3,358,803	\$ 2,551,918	\$ 1,516,051	\$ 2,931,224	\$ 2,779,569	\$ 2,398,222	\$ 2,220,825	\$ 2,039,623	\$ 2,171,973	\$ 2,304,323	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.

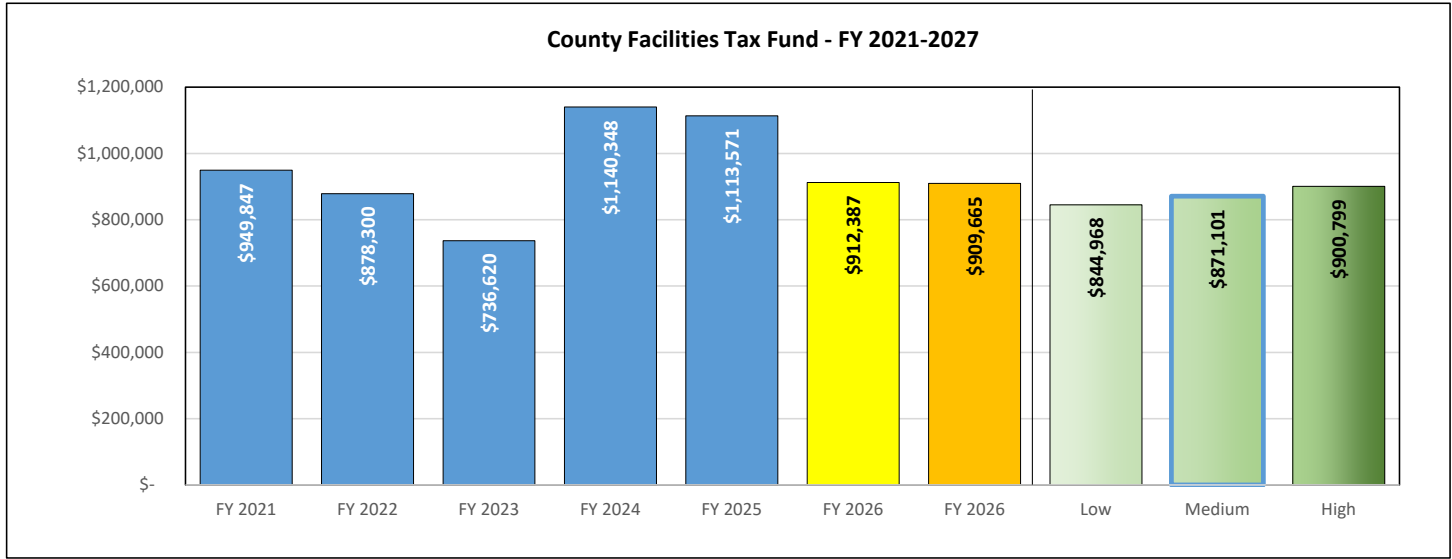


City of Franklin
Revenue Model

Fund:	County Facilities Tax Fund	Percent of All Revenues	0.3%
--------------	-----------------------------------	--------------------------------	-------------

County Facilities Tax: The County Facilities Tax Fund is a 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 2027 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 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	-5.0%	-7.5%	-16.1%	54.8%	-2.3%	-20.0%	-20.2%	-7.1%	-4.2%	-1.0%	3-yr Average
Tax Collections	935,555	1,003,415	661,526	896,506	805,740	711,318	708,597	672,097	692,883	713,670	\$ 996,846
Transfer from Capital Fund	-	-	-	-	-	-	-	-	-	-	4.8%
Interest Income	14,292	(125,115)	75,094	243,842	307,831	201,069	201,069	172,872	178,218	187,129	5-yr Average
											\$ 963,737
Totals	\$ 949,847	\$ 878,300	\$ 736,620	\$ 1,140,348	\$ 1,113,571	\$ 912,387	\$ 909,665	\$ 844,968	\$ 871,101	\$ 900,799	6.1%

Source: City of Franklin, Annual Comprehensive Financial Report - 2017-2025 & Estimates from Finance & Revenue Management Departments.



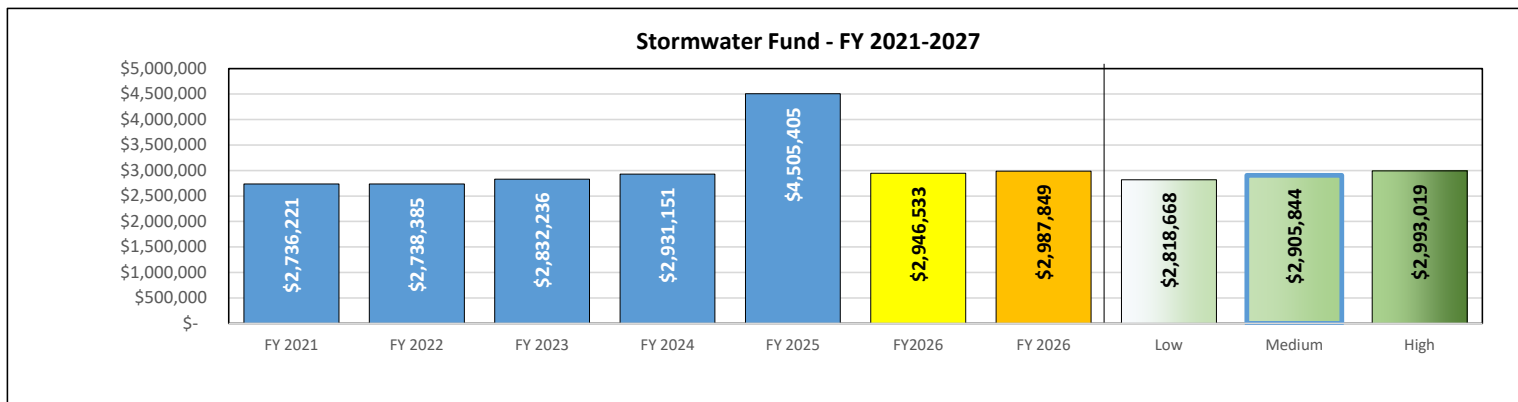
City of Franklin

Revenue Model

Fund:	Stormwater Fund	Percent of All Revenues	1.1%
--------------	------------------------	--------------------------------	-------------

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. A cost of service study has been performed for a potential fee increase in FY 2027, but this forecast is not reflective of this



	Actual					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY2026	FY 2026	Low	Medium	High	
% yr/yr.	2.8%	0.1%	3%	3%	54%	1%	2%	-6%	-3%	0%	
PLANS REVIEW FEE	33,200	17,400	19,800	21,103	23,400	22,853	22,853	20,284	20,911	21,539	3-yr Average
DRAINAGE INSPECTIONS	105,495	72,846	96,369	108,499	150,331	98,472	98,472	101,686	104,831	107,976	\$ 3,422,931
STORMWATER PERMIT FEE	53,075	7,250	3,200	3,800	3,900	16,352	16,352	6,693	6,900	7,107	-4.8%
FEMA/TEMA GRANTS (FED/STATE)	1,307	-	-	-	-	-	-	-	-	-	5-Yr Average
STORMWATER FEES- RESIDENTIAL	2,424,175	2,560,384	2,595,654	2,644,859	2,673,178	2,580,563	2,621,878	2,574,390	2,654,011	2,733,631	\$ 3,148,680
STORMWATER APPEALS BOARD	5,750	0	0	-	-	-	-	-	-	-	-1.4%
STORMWATER FINES	14,930	29,817	23,636	15,675	30,625	22,562	22,562	23,729	24,463	25,197	10-Yr Average
STORMWATER LATE PAY PENALTIES	22,067	27,879	28,370	21,582	21,985	24,599	24,599	24,136	24,883	25,629	\$ 2,881,232
STORMWATER QUALIFIED PROGRAM	34,200	15,075	23,900	18,750	32,750	23,585	23,585	22,128	22,812	23,496	0.2%
INTEREST INCOME	8,282	7,734	41,307	94,583	69,237	64,547	64,547	45,621	47,032	48,443	15-Yr Average
SALE OF SURPLUS ASSETS	33,739	-	-	-	-	-	-	-	-	-	\$ 2,709,372
ELECTRONIC RECORDING FEE	-	-	-	2,300	-	-	-	-	-	-	0.5%
CONTRIBUTIONS - OTHERS	-	-	-	-	-	93,000	93,000	-	-	-	
TRANSFER FROM GENERAL FUND	-	-	-	-	1,500,000	-	-	-	-	-	
Totals	\$ 2,736,221	\$ 2,738,385	\$ 2,832,236	\$ 2,931,151	\$ 4,505,405	\$ 2,946,533	\$ 2,987,849	\$ 2,818,668	\$ 2,905,844	\$ 2,993,019	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2025* & Estimates from Finance & Revenue Management Departments.

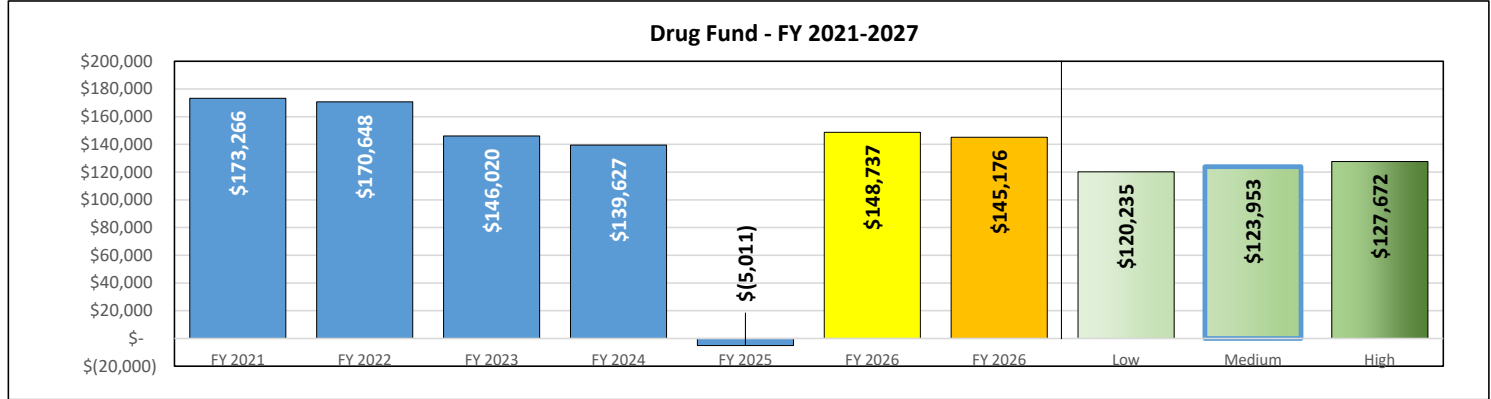


City of Franklin
Revenue Model

Fund: Drug Fund	Percent of All Revenues 0.0%
------------------------	-------------------------------------

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 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	-4.5%	-1.5%	-14%	-4%	-104%	7%	4%	-17%	-15%	-12%	
DRUG FINES RECEIVED	53,202	53,198	42,735	21,904	15,263	36,086	32,525	28,918	29,812	30,707	3-yr Average
DRUG CONTRIBUTIONS PAID TO POLICE DEPT	26,675	38,475	19,700	28,450	27,360	27,360	27,360	27,421	28,269	29,117	\$ 93,545
CONFISCATED GOODS (FEDERAL)	3,655	-	-	8,398	(64,735)	4,599	4,599	4,202	4,332	4,462	16.4%
CONFISCATED GOODS (STATE)	50,398	20,825	60,221	869	4,206	35,039	35,039	23,505	24,232	24,959	5-Yr Average
INTEREST INCOME	4,923	7,255	19,876	26,185	10,078	12,469	12,469	9,071	9,352	9,632	\$ 124,910
SALE OF SURPLUS ASSETS	34,413	50,738	3,489	49,552	2,817	33,184	33,184	27,117	27,956	28,795	2.4%
MISC INCOME		156	-	-	-	-	-				10-Yr Average
DEPT OF JUSTICE (FEDERAL)			-	4,269	-	-	-				\$ 163,429
											-1.5%
Totals	\$ 173,266	\$ 170,648	\$ 146,020	\$ 139,627	\$ (5,011)	\$ 148,737	\$ 145,176	\$ 120,235	\$ 123,953	\$ 127,672	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2025* & Estimates from Finance & Revenue Management Departments.



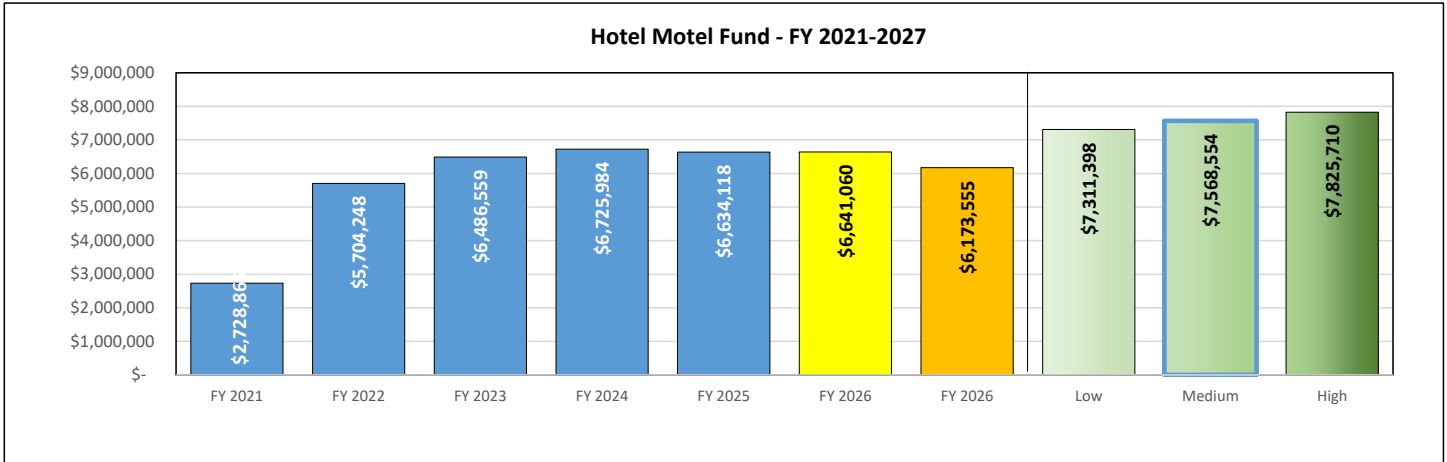
City of Franklin

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 currently 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.

This model presents a move to a 5% tax rate for hotel/motel occupancy tax from the original 4%.



	Actual					Budget	Estimated	Forecasts (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	-19.5%	109.0%	14%	4%	-1%	-1%	-8%	18%	23%	3%	
July	269,777	431,907	467,695	527,197	476,384	481,148	449,744	550,768	567,802	584,836	3-yr Average
August	138,563	362,601	409,407	428,541	426,327	428,233	396,587	485,670	500,691	515,711	\$ 6,615,554
September	165,973	380,972	500,906	541,658	508,827	513,915	496,557	608,096	626,903	645,710	0.6%
October	209,657	456,288	534,393	580,743	580,374	586,178	585,314	716,790	738,959	761,128	5-Yr Average
November	138,935	348,856	409,466	452,482	407,080	411,150	411,150	503,505	519,077	534,650	\$ 5,655,955
December	139,075	307,469	357,111	374,799	340,358	343,230	343,761	420,978	433,998	447,018	3.8%
January	136,507	271,886	339,608	338,839	323,795	327,033	327,033	400,493	412,879	425,265	10-Yr Average
February	145,247	298,796	393,726	407,344	383,000	431,989	386,830	473,722	488,373	503,024	\$ 4,741,062
March	228,613	456,235	541,262	514,688	495,397	545,827	500,351	612,743	631,693	650,644	4.2%
April	270,729	505,452	555,358	555,619	493,882	589,234	498,821	610,868	629,761	648,654	20-Yr Average
May	335,339	509,705	553,282	555,828	522,547	589,456	527,772	646,323	666,312	686,302	\$ 3,406,391
June	397,414	545,519	576,478	629,439	518,305	667,520	523,488	641,076	660,904	680,731	4.9%
US TREASURY ARPA		680,966	366,137	98,515	413,836	-	-	-	-	-	
Short Term Rental Tax	133,521	326,504	334,255	333,384	309,579	416,259	416,259	386,996	429,995	472,995	
Interest Income	19,514	(182,308)	52,234	50,653	44,153	12,469	12,469	9,071	9,352	9,632	
Investment Interest			95,240	336,253	390,273	297,417	297,417	244,299	251,854	259,410	
Misc. Income		3,400	-	-	-	-	-	-	-	-	
Totals	\$ 2,728,865	\$ 5,704,248	\$ 6,486,559	\$ 6,725,984	\$ 6,634,118	\$ 6,641,060	\$ 6,173,555	\$ 7,311,398	\$ 7,568,554	\$ 7,825,710	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 1990-2025* & Estimates from Finance & Revenue Management Departments.



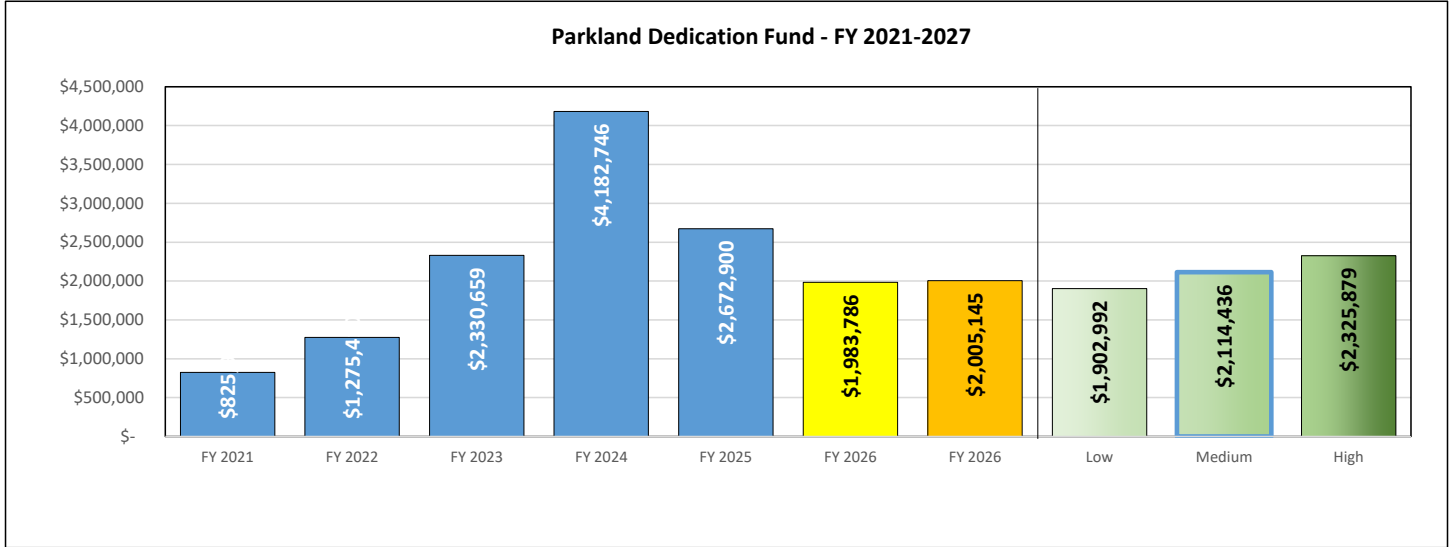
City of Franklin

Revenue Model

Fund:	Parkland Dedication Fund	Percent of All Revenues	0.8%
--------------	---------------------------------	--------------------------------	-------------

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 2027 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 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 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	-53.0%	54.4%	83%	79%	-36%	-53%	-52%	-5%	5%	16%	
In Lieu of Parkland Receipts											3-yr Average
Quadrant 1	383,056	-	2,018,576	1,502,096	886,624	745,022	745,022	869,454	966,060	1,062,666	\$ 3,062,102
Quadrant 2	292,672	1,516,084	163,552	2,412,392	190,388	789,246	789,246	600,004	666,671	733,338	12.2%
Quadrant 3	4,304	-	-	-	7,644	1,009	1,009	1,947	2,163	2,380	5-Yr Average
Quadrant 4	120,512	-	43,040	68,864	1,179,296	245,732	245,732	259,357	288,175	316,992	\$ 2,257,535
Interest Income	25,414	(240,674)	105,491	199,394	408,948	172,649	194,008	172,231	191,367	210,504	17.1%
Transfers from General Fund	-	-	-	-	-	30,128	30,128	-	-	-	
Totals	\$ 825,958	\$ 1,275,410	\$ 2,330,659	\$ 4,182,746	\$ 2,672,900	\$ 1,983,786	\$ 2,005,145	\$ 1,902,992	\$ 2,114,436	\$ 2,325,879	

Source: City of Franklin, *Annual Comprehensive Financial Reports - 2015-2025* & Estimates from Finance & Revenue Management Departments.



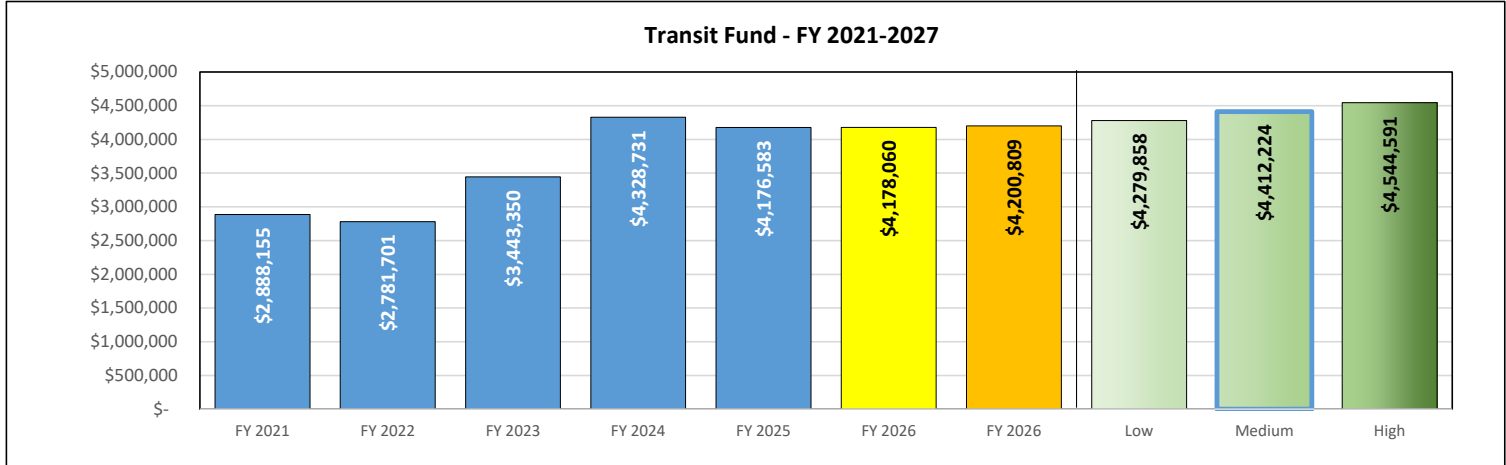
City of Franklin

Revenue Model

Fund:	Transit Fund	Percent of All Revenues	1.7%
--------------	---------------------	--------------------------------	-------------

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.

Revenues for FY 2027 are projected slightly higher than 2026 to account for growth. A large portion of this revenue is expected to come from transit grants and a transfer from the General Fund.



	Actual					Budget	Estimated	Forecast (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	10.6%	-3.7%	24%	26%	-4%	-3%	-3%	2%	5%	8%	
TRANSIT OPERATIONS GRANT (FEDERAL)	1,750,103	1,942,980	2,271,145	3,008,036	2,716,091	2,224,871	2,224,871	2,359,646	2,432,625	2,505,603	\$ 3,982,888
TRANSIT CAPITAL GRANT (FED/STATE)	315,608	310,289	356,392	626,237	387,900	399,812	399,812	403,642	416,126	428,610	2.9%
TRANSIT FARES	33,080	68,173	84,431	82,472	88,625	69,901	92,650	80,772	83,270	85,768	5-Yr Average
INTEREST INCOME	3,122	5,646	34,333	38,198	38,096	13,091	13,091	9,524	9,818	10,113	\$ 3,523,704
RENTAL INCOME	8,900	9,700	9,700	9,600	9,600	8,640	8,640	8,381	8,640	8,899	4.6%
SALE OF SURPLUS ASSETS	0	0	0	14,908	8,561	-	-	-	-	-	
TRANSFER FROM GENERAL FUND	777,341	444,912	687,348	549,280	927,710	1,461,745	1,461,745	1,417,893	1,461,745	1,505,597	
Totals	\$ 2,888,155	\$ 2,781,701	\$ 3,443,350	\$ 4,328,731	\$ 4,176,583	\$ 4,178,060	\$ 4,200,809	\$ 4,279,858	\$ 4,412,224	\$ 4,544,591	

Source: City of Franklin, Annual Comprehensive Financial Reports - 2009-2025 & Estimates from Finance & Revenue Management Departments.



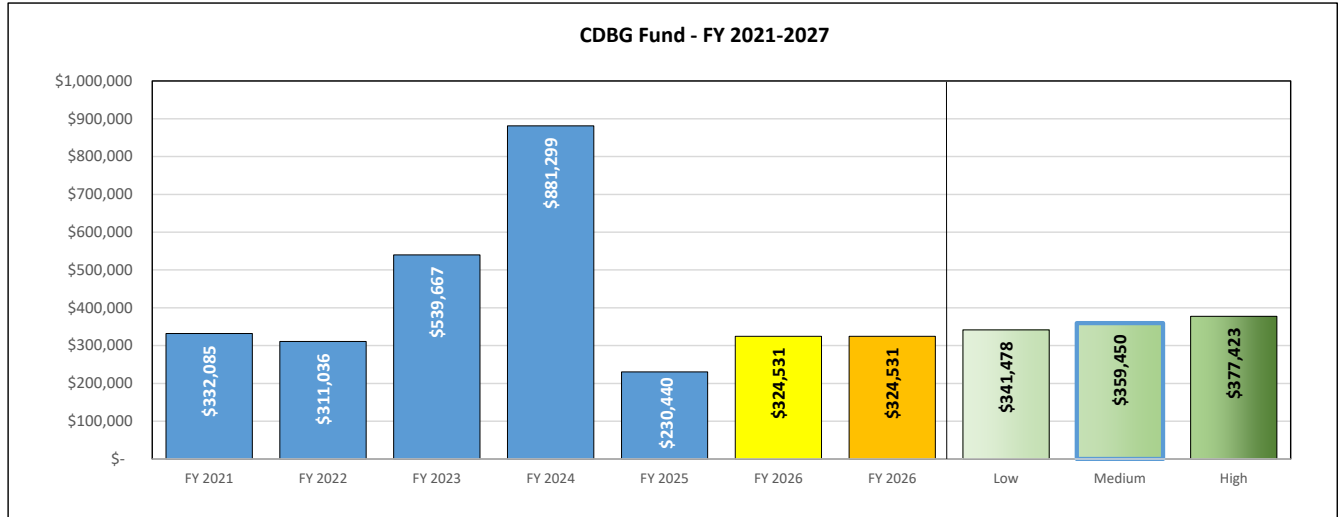
City of Franklin

Revenue Model

Fund:	Community Development Block Grant Fund	Percent of All Revenues	0.1%
--------------	---	--------------------------------	-------------

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 administering homeless assistance on an as-needed basis.

A sizeable decrease is shown, though that is attributable to the fact that the FY 2023 & 2024 budgets were severely increased due to direct federal aid through the CDBG program for COVID-19 relief efforts. This projection assumes a base of roughly \$350,000. This will be refined later in the budget process.

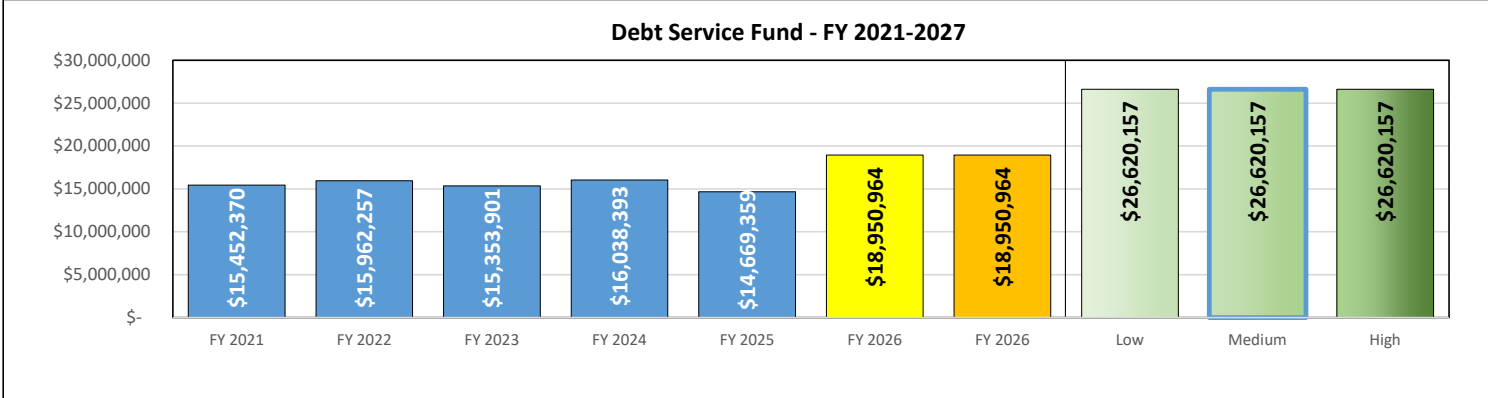


	Actual					Budget	Estimated	Forecast (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	17.6%	-6.3%	74%	63%	-74%	41%	0%	5%	11%	16%	
CDBG GRANT (FEDERAL)	330,407	307,306	523,184	854,207	203,853	0	0	332,500	350,000	367,500	3-yr Average
U.S. DEPT OF HUD (CDBG)	0	0	0	0	0	311,931	311,931	-	-	-	\$ 550,469
INTEREST INCOME	1,679	3,730	16,483	27,092	26,587	12,600	12,600	8,978	9,450	9,923	20.0%
Totals	\$ 332,085	\$ 311,036	\$ 539,667	\$ 881,299	\$ 230,440	\$ 324,531	\$ 324,531	\$ 341,478	\$ 359,450	\$ 377,423	5-Yr Average
											\$ 458,906
											18.4%

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.

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.

This projection will be refined once G.O. Bonds are issued later this spring.



	Actual					Budget	Estimated	Forecast (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
PROPERTY TAXES COLLECTED	10,918,504	11,629,983	10,845,720	10,957,506	9,787,155	13,741,234	13,741,234	21,414,217	21,414,217	21,414,217	3-yr Average
REBATE ON BAB / RZEDB	0	0	0	0	0	0	0	-	-	-	\$ 15,353,884
INTEREST INCOME	17,914	10,336	197,631	230,624	136,623	68,148	68,148	51,111	51,111	51,111	1.5%
BOND PROCEEDS	0	0	0	0	0	0	0	-	-	-	5-Yr Average
PREMIUMS ON BONDS	0	0	0	0	0	0	0	-	-	-	\$ 15,495,256
TRANSFER FROM GENERAL FUND	94,896	0	0	0	0	0	0	-	-	-	0.7%
TRANSFER FROM WATER	100,000	100,000	200,000	200,000	0	0	0	-	-	-	10-Yr Average
TRANSFER FROM SEWER	100,000	100,000	0	0	200,000	200,000	200,000	200,000	200,000	200,000	\$ 21,416,270
TRANSFER FROM Sant. & Envir	209,081	209,551	209,206	193,151	192,944	193,033	193,033	192,865	192,865	192,865	-5.0%
TRANSFER FROM ROAD IMPACT	2,730,454	2,893,316	2,884,139	3,292,639	3,539,745	3,936,947	3,936,947	3,946,457	3,946,457	3,946,457	
TRANSFER FROM HOTEL/MOTEL	1,281,521	1,019,071	1,017,206	1,164,473	812,891	811,602	811,602	815,507	815,507	815,507	
Totals	\$ 15,452,370	\$ 15,962,257	\$ 15,353,901	\$ 16,038,393	\$ 14,669,359	\$ 18,950,964	\$ 18,950,964	\$ 26,620,157	\$ 26,620,157	\$ 26,620,157	

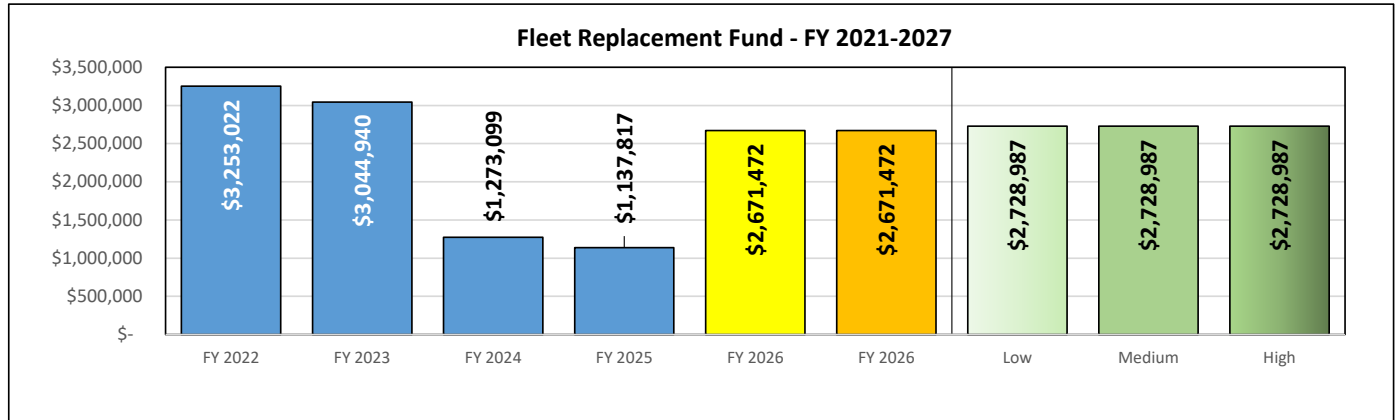
Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.



City of Franklin
Revenue Model

Fund:	Fleet Replacement Fund	Percent of All Revenues	1.1%
--------------	-------------------------------	--------------------------------	-------------

Fleet Replacement Fund: The Fleet Replacement Fund began in FY 2022 and is used to fund expenses related to replacing vehicles owned by the city.



	Actual				Budget	Estimated	Forecast (FY 2027)			Averages
	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
INTEREST INCOME	3,022	79,049	37,597	26,796	9,622	9,622	7,217	7,217	7,217	
INVESTMENT INTEREST	0	59,225	188,964	155,862	161,850	161,850	121,771	121,771	121,771	3-yr Average
SALE OF SURPLUS ASSETS	0	0	233,728	91,669	-	-	100,000	100,000	100,000	\$ 1,818,619
TRANSFER FROM GENERAL FUND	3,250,000	2,906,667	812,810	863,490	2,500,000	2,500,000	2,500,000	2,500,000	2,500,000	-10.0%
Totals	\$ 3,253,022	\$ 3,044,940	\$ 1,273,099	\$ 1,137,817	\$ 2,671,472	\$ 2,671,472	\$ 2,728,987	\$ 2,728,987	\$ 2,728,987	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.



City of Franklin

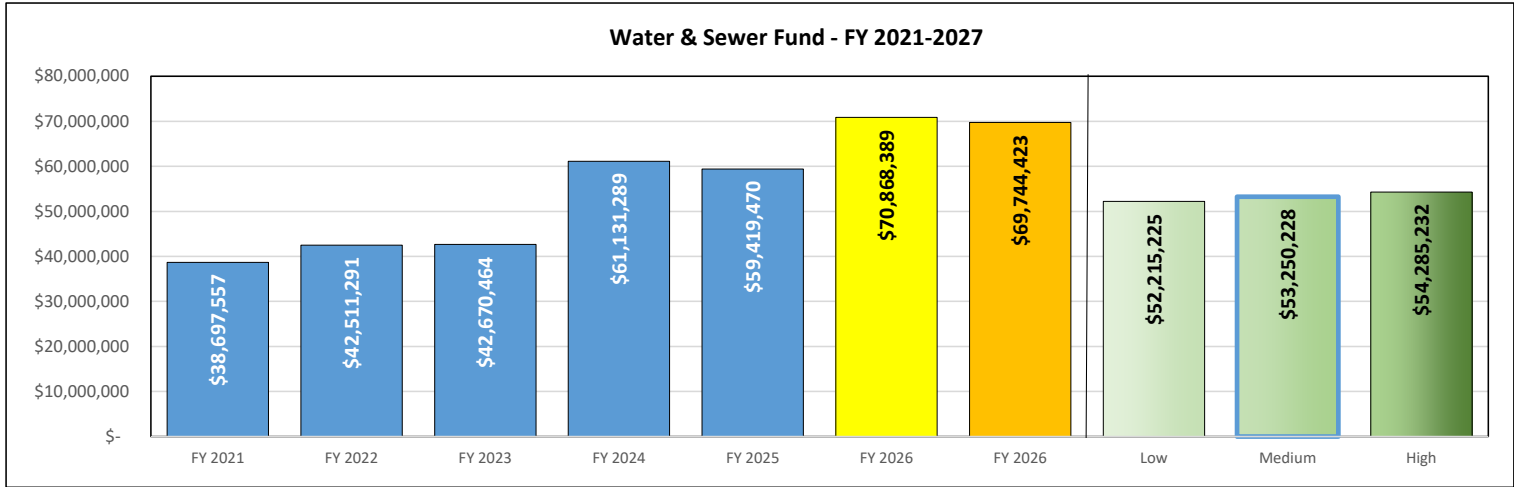
Revenue Model

Fund:	Water/Sewer Fund	Percent of All Revenues	21.1%
--------------	-------------------------	--------------------------------	--------------

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 5% for Water and 5% for Sewer.

**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*



	Actual					Budget	Estimated	Forecast (FY 2027)			Averages
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2026	Low	Medium	High	
% yr/yr.	3.2%	9.9%	0.4%	43.3%	-2.8%	15.9%	14.1%	-25%	-24%	-22%	
Water											3-yr Average
Use of Money & Property	52,539	78,032	125,000	454,046	2,069,427	333,452	333,453	295,461	301,491	307,521	\$ 54,407,075
Rates & Related Customer Service	13,217,446	13,534,877	12,729,946	17,574,383	16,138,067	16,992,358	16,341,051	16,014,230	16,341,051	16,667,872	4.1%
Impact Fees	768,642	586,512	333,131	1,146,522	1,633,335	1,091,374	1,091,374	1,500,060	1,500,060	1,500,060	5-Yr Average
Transfers from F/B			0						-	-	\$ 48,886,014
Transfers from G/F			-						-	-	5.0%
Capital Contributions			-						-	-	
Wastewater											
Grants	250,000	90,122	-	1,620,436	1,876,077	7,840,913	7,840,913	-	-	-	
Use of Money & Property	68,880	300,897	600,000	2,760,264	1,716,454	1,170,541	1,181,817	1,027,217	1,048,181	1,069,145	
Rates & Related Customer Service	21,467,294	24,769,484	22,899,425	32,230,158	31,401,030	31,113,902	30,618,191	28,903,330	29,493,194	30,083,058	
Impact Fees	2,713,171	2,990,270	1,855,033	4,966,879	4,392,873	5,077,317	5,093,432	4,291,566	4,379,149	4,466,732	
Use of F/B						7,039,000	7,039,000				
Reclaimed Water											
Grants			-					-	-	-	
Use of Money & Property	1,000	-	1,000	44,614	0	0	0	-	-	-	
Rates & Related Customer Service	158,585	161,097	131,750	333,987	192,208	209,532	205,193	183,360	187,102	190,844	
Use of F/B	-	-	3,995,179								
Capital Contributions											
Totals	\$ 38,697,557	\$ 42,511,291	\$ 42,670,464	\$ 61,131,289	\$ 59,419,470	\$ 70,868,389	\$ 69,744,423	\$ 52,215,225	\$ 53,250,228	\$ 54,285,232	

Source: City of Franklin, Annual Comprehensive Financial Reports - 1990-2025 & Estimates from Finance & Revenue Management Departments.
 FY 2027 Revenue Model - Budget & Finance Committee