

1 CITY OF COLLEGE PARK
2 MAYOR AND CITY COUNCIL
3 WORKSHOP SESSION
4 JUNE 5, 2023

5
6 MINUTES
7
8

9 Present: Mayor Bianca Motley Broom; Councilmen Ambrose Clay, Joe Carn, Ken Allen
10 and Roderick Gay; City Manager Stanley Hawthorne; City Attorney Winston
11 Denmark; City Clerk Shavala Ames

12 Absent: None

13 Mayor Motley Broom called the workshop session to order at 5:02 p.m.

14 **ACTION:** Councilman Clay moved to take up executive session to discuss real estate and
15 litigation at 5:02 p.m., seconded by Councilman Carn and motion carried by those
16 present. (Councilman Clay, Councilman Carn, and Councilman Allen)
17

18 The workshop session reconvened at 6:08 p.m.

19 MAYOR MOTLEY BROOM: Welcome back, we are ready to begin our workshop session; it is
20 6:08 p.m. The first item on the agenda is the presentation of an annual comprehensive financial
21 report for the fiscal year that ended June 30th, 2022. I believe Mr. Moses will be heading up that
22 presentation.
23

24 **1. Presentation of the Annual Comprehensive Financial Report (ACFR) for Fiscal**
25 **Year Ended June 30, 2022.**
26

27 MAYOR MOTLEY BROOM: Welcome back, we are ready to begin our workshop session; it is
28 6:08 p.m. The first item on the agenda is the presentation of an annual comprehensive financial
29 report for the fiscal year that ended June 30th, 2022. I believe Mr. Moses will be heading up that
30 presentation.
31

32 MR. MOSES: Thank you, Mayor. Good evening to the Mayor and City Council Members,
33 management and staff. Thanks for having me here today to present the audit results. Hopefully,
34 you had a chance to look at the annual comprehensive financial report. I know it was a big
35 document, as well as the auditor's discussion and analysis. And that document I'll be presenting
36 from today and kind of touching on the highlights. If you have any questions as I'm going
37 through, you can stop and ask, or you can save your questions to the end. We'll address your
38 questions at that moment.
39

40 MAYOR MOTLEY BROOM: We will hold our questions until you're finished.
41

42 MR. MOSES: All right. Just a quick update about Mauldin-Jenkins. We actually have 14 offices
43 now in six states, and we added our latest addition in Raleigh, North Carolina. We serve over
44 650 governments, in the Southeast, and about a hundred and fifty plus of them received the
45 GFOA award, in excellence in financial reporting, which includes the city of College Park.

46 Again, I was the partner responsible for the overall audit engagement, with over 24 years of
47 experience.

48
49 This year we had Meredith Lipson to do the quality control review. And she's been with the firm
50 over 31 years. And, of course, we had other managers and staff participating with the audit this
51 year. Of course, the financial statements are the responsibility of management. Our responsibility
52 is to give an opinion that the financial statements are materially correct. We've issued an
53 unmodified, or clean opinion, which is what you would hope to get from the external audit. Our
54 audit report did include your blended component unit, the Business, and Industrial Development
55 Authority, BIDA. However, our opinion did not cover the DMO, the Destination Marketing
56 Organization, which is presented in your statements as a discretely presented propone unit.
57 Those statements were audited by other auditors, and we relied on their report.

58
59 As far as the report, in accordance with the government auditing standards, or the yellow book
60 report, we didn't have any findings. No material weaknesses or significant deficiencies. Hats off
61 to management and staff working very hard to make sure that the records were in good -- in
62 accurate position for us to do the audit. As far as the report, in accordance with the uniform
63 guidance, the single audit report, of course, any governments that receive and extend at least
64 \$750,000 of federal awards is required to have a single audit. This year you are required to have
65 a single audit on your COVID-19 and CDBG programs. And we issued unmodified or clean
66 opinions on those two programs, as well. No issues with the compliance requirements that we
67 tested for those two programs.

68
69 As far as our relationship with management, we received full cooperation from management staff
70 and others. There were no disagreements with management on accounting issues or financial
71 reporting matters. We did have some audit adjustments. Those adjustments are attached to the
72 hard copy of this presentation. We didn't have any past audit adjustments, meaning, that anything
73 came to our attention, those adjustments were made and reflected in the city's general ledger, and
74 ultimately, in the city's financial statements. Our main thing here, I want to point out that we are
75 independent of the city, in its financial reporting process, in accordance with AICPA
76 professional standards. There are no fees paid to Mauldin & Jenkins for any type of management
77 advisory services that would have impacted our independence as your external auditor.

78
79 Next few slides going to go over some financial trends. This first slide is looking at your
80 operating and interest revenues over the last 10 years for your electric fund, which is the city's
81 Cash Cow fund. And then your other proprietary funds. And you see that your revenues for your
82 electric fund increased from 36.4 million to about 42 million dollars, while your other
83 proprietary funds revenues went from 22.3 million combined to about 33 million as of June 30,
84 2022. And the revenues went up, for the most part, for your other proprietary funds, going into a
85 full operating service following the pandemic. And then your convention center revenues and
86 GICC revenues is a little more than what it were in the prior year. And then also for your FAA
87 project fund with the implementation of GASB 87 dealing with leases, you recognize about 2.8
88 million dollars of lease income in that fund, which was higher than the revenue in the previous
89 year.

90
91 Looking at the change in net position, or your net income and net loss for your electric fund and
92 your other proprietary funds over the last 10 years, on page 10, you can see that your electric
93 funds revenue did have -- I mean, your change in that position for your electric fund was 4
94 million in 2021. In 2022, it was about 3.3 million dollars, so a slight decrease compared to the

95 previous year. Now, your other proprietary funds, you had a positive change in that position in
96 2021 of about 8.3 million. But for 2022, you had a negative change in that position of about
97 \$210,000. And, basically, you had larger transfers in 2021, and your convention center fund,
98 BIDA, and GICC Arena compared to transfers in to those funds during fiscal year 2022. So that's
99 one of the main reasons why that change in that position is much less this year compared to prior
100 year.

101
102 This next slide is looking at your bad debt reserves for your electric fund and your water and
103 sewer fund. You can see that your electric fund is still seeing that upward trend in those bad debt
104 reserves, 8.3 million in 2021 and it went up to about 8.8 million dollars in 2022. While your
105 water and sewer bad debt reserves stayed pretty much flat about 1.6 million dollars over the last
106 few years. Looking at your fund balance over the last 10 years for your general fund and your
107 other governmental funds. Of course, your general fund is your main operating fund. And your
108 fund balance went from, for your general fund; 16.8 million dollars in 2021 to about 23.6 million
109 dollars in 2022. The main reason for that increase in your fund balance is pretty much transfers
110 in, which was about 5.6 million dollars. So if you look at your revenues compared to
111 expenditures for your general fund, you only had about \$500,000 in excess of expenditures. So
112 most of that increase in your fund balance came from transfers in.

113
114 And for your other governmental funds, your fund balance went from 12.2 million dollars to
115 about 28.2 million dollars. And the reason for that increase is in your TSPLOST fund, y'all did
116 issue about 10 million and 950 dollars -- million dollars of revenue bonds, which is shown as
117 other financing sources. So that increased your fund balance in the TSPLOST fund. And so,
118 that's why you're seeing that huge increase in fund balance for your other governmental funds.

119
120 This slide is looking at your fund balance as a percentage of total expenditures over the last 10
121 years. Of course, the good rule of thumb is two to three months reserve, or anywhere from 16 to
122 25 percent. And you see for general fund, you had an increase going from 59 percent in 2021 to
123 about 80 percent in 2022; and that represents about a 9.6 month reserve. Now, if you combine all
124 of your governmental funds, that percentage is much higher, coming in about 281 percent. But,
125 again, that's due to your TSPLOST fund, showing about 11.4 million dollar increase in fund
126 balance, due to the issuance of those revenue bonds.

127
128 All right. So, again, like I alluded to earlier, we didn't have any findings. No material weaknesses
129 of significant deficiencies. We do have recommendations for improvements. This one here
130 dealing with proprietary activities and cash flows, I always like to kind of keep repeating this
131 one. Looking at your convention center fund, you have external, or outside, financing of about
132 34 million dollars, and about 4.3 million dollars of internal financing, representing advances
133 from other funds or due to other funds. And so, but as of year end, the convention center fund
134 reported a net loss of about 5.5 million dollars and that was before receiving transfers in at about
135 2.7 million. So your net position actually decreased by roughly 2.8 million dollars.

136
137 So, again, we just want you to continue monitoring your external and internal financing and
138 make sure those advances are being paid down in accordance with the repayment plan that the
139 council approved back in 2013. And that holds true to your BIDA, as well as the GICC Arena
140 fund. For BIDA, you have about 72.5 million dollars of external financing in revenue bonds.
141 And about 11.6 million dollars of internal financing represented by advances and due to other
142 funds. Without future sales of your undeveloped property that's owned by BIDA, basically, in
143 order to continue the cash flow assistance, you would have to receive cash flow assistance from

144 non-BIDA sources to meet the annual financing needs for BIDA. So that includes paying down
145 your external debt on an annual basis, plus your internal financing, as well of that 11.6 million
146 dollars that's going to be paid back over the course of several years. So, again, as you have those
147 land sales, in accordance with your repayment plan, that has to be used to pay down that
148 advance. Those advances came from the general fund as well as from the electric fund.

149
150 And then the GICC Arena fund had about 32.3 million dollars of outside financing, in revenue
151 bonds that require about 2.9 million dollars of annual debt service payments. The Arena fund had
152 a loss of about 3.5 million dollars before transfers of about 4.1 million. But it did have a positive
153 change in that position of about \$700,000 as a result of the transfers into that fund. So, again,
154 continue monitoring these activities to make sure that you'd be able to repay back the external
155 and internal financing requirements. Dealing with the customer deposits, again, another repeat,
156 prior to you all implementing the approved cash, you did have separate bank accounts for your
157 customer deposits, which is supposed to be restricted. When you went to a pool cash account, all
158 of that was pooled into one bank account for the most part. And so, you no longer have separate
159 bank accounts for your customer deposits. And so, we continue to make that recommendation
160 that those should not be commingled with your operating funds.

161
162 Then the last management point is on capital assets during our testing of your finance purchases
163 as it relates to debt, we notice that asset side of this was not captured in your detail capital assets
164 for your governmental activities. And so, we just recommend as you're bringing on the debt and
165 if it's used to purchase assets, make sure that's being picked up on the other side as well into your
166 detail capital assets listings. You know, gas continues to be very busy with the new GASB
167 standards. We implemented GASBA, or the city implemented GASB 87 this year for June 2022
168 that relates to leases. And so, we had to scrub all of your agreements to make sure that
169 everything was captured. We did have leases as the city as a lessor, and so that's been recognized
170 in your financial statements. You'll see these receivables deferred in flows of resources
171 pertaining to those receivables and recognizing that revenue as well in the current period. We
172 didn't have any leases as the city being the lessee. Those amounts that we did find were
173 immaterial, so those were not reported, in your financial statements.

174
175 GASB 96, which deals with subscription based information technology arrangements, that's
176 applicable for the current year that you're in, 2023; very similar to GASB 87 dealing with leases.
177 So if you have an iCloud subscription that you're utilizing, you would have to recognize that
178 liability, and plus a right to use asset in your financial statements. And so, that would be
179 applicable for the current year that you're in.

180
181 And the last thing I want to talk about, we continue to offer free continued education classes for
182 our clients free of charge. Since the pandemic, we've been doing it virtually. It's been, I think,
183 our clients like the virtual aspect of that. And so, we try to do at least four a year. During the
184 pandemic and after the pandemic, with the influx of a lot of federal dollars from the government,
185 with all the complexities we had more than just four. And I think at one time we had six classes'
186 just on federal grants and the complexities of those programs. And so, you all have participated
187 in those classes, and we appreciate the city management staff for attending those classes. But if
188 anybody else wants to be added to that list, just let me know and we'll make sure you get that
189 invite; but that concludes my presentation. Again, it was an honor and pleasure providing service
190 to the city, and we look forward to this upcoming year, which starts pretty soon.

191
192 MAYOR MOTLEY BROOM: Thank you, Mr. Moses. Councilman Clay?

193
194 COUNCILMAN CLAY: Yes, I've got several questions. First off, on the page where you talked
195 about bad debt reserve.
196
197 MR. MOSES: Yes, sir.
198
199 COUNCILMAN CLAY: That's an accumulative reserve?
200
201 MR. MOSES: Yes, it is.
202
203 COUNCILMAN CLAY: So since we'll, probably, never recover that reserve, what does that
204 really mean for our financial position?
205
206 MR. MOSES: So right now, you know, this is offsetting the revenues. And so, I mean, I believe
207 in the past, if I recall correctly, prior management did not want to write that off. And I think at
208 one time you all were using a collection agency to try to collect on some of those delinquent
209 accounts. So, I mean, it's kind of up to you all as the governing body if you wanted to try to go
210 after them, or just write it off and no longer report it at all. So right now, it's just a conjure
211 account against your receivables. And so, it's not being -- your statements are not being grossed
212 up. So, again, it's offsetting your receivable amount. It has to be a cleanup for -- if the city were
213 to write it off, then they don't have to keep up with those old delinquent accounts. You just look
214 at what you have delinquent as the current year
215
216 COUNCILMAN CLAY: Does it make us more financially attractive? We're never going to get
217 that money back, most of it. It keeps getting bigger ever year, and we've had this discussion
218 before. Does it, at some point, make us look better from a bond rating or other position if we're
219 not continuing to carry that reserve?
220
221 MR. MOSES: Probably so, because if you look in the footnotes, you have to disclose what that
222 allowance is. And so, if someone is, you know, looking at your notes and seeing that amount
223 continues to grow, they're comparing it to the previous year, you know, that might be alarming to
224 them. So if you all decide to just go ahead and write it off and then you won't have that to deal
225 with.
226
227 COUNCILMAN CLAY: Not necessarily write everyone off, but debt that isn't more than two
228 years old, let's say.
229
230 MR. MOSES: Right --
231
232 COUNCILMAN CLAY: Or something like that.
233
234 MR. MOSES: Correct.
235
236 COUNCILMAN CLAY: But would that improve our financial qualifications and possibly
237 improve our bond rating, could it?
238
239 MR. MOSES: I mean, it won't affect the bottom line, I mean. Again, it's already reflected as
240 reducing your revenues, you know. So every time it goes up again, it reduces your receivable and
241 revenue, so it won't improve your bottom line, but, I mean, I don't know how much it would go

242 up, you know, as far as your bond rating if they see that, you know, you've written that off and
243 now you have a much smaller allowance for that
244
245 COUNCILMAN CLAY: Okay.
246
247 MR. MOSES: Now, if you're able to collect it, of course, you know, that, of course, that will
248 increase your revenue.
249
250 COUNCILMAN CLAY: Okay. I didn't see how it would, but I thought I'd give it a try. How
251 many months if our revenue sources dried up totally, we're talking about reserve, how many
252 months of reserve do we have as of this report?
253
254 MR. MOSES: Are you talking about for your general fund or --
255
256 COUNCILMAN CLAY: Let's do both. Let's talk general fund first. I think you said, what --
257
258 MR. MOSES: 9.6 months, that's a snapshot in time. That doesn't mean that you're at that amount
259 every month throughout the year.
260
261 COUNCILMAN CLAY: Pardon?
262
263 MR. MOSES: It's a snapshot in time, so that's just as of June 30th. It doesn't mean that you have
264 -- if you looked at October, you know, it would be a different amount.
265
266 COUNCILMAN CLAY: For sure. But it's at the end of the year, which you need to pick some
267 milestone at some point. So you're saying we have about nine months of reserve?
268
269 MR. MOSES: Yes.
270
271 COUNCILMAN CLAY: Now, if you take into account the city as a whole, and assuming legal
272 transfers, legal transfers between accounts, because some money is restricted; right? You just
273 can't transfer it back and forth.
274
275 MR. MOSES: Right.
276
277 COUNCILMAN CLAY: But if we were to pool all of our reserve amongst funds, how long
278 could the city operate?
279
280 MR. MOSES: I would have to run that calculation for you. I don't know off the -- I've never
281 calculated that.
282
283 COUNCILMAN CLAY: But, presumably, it'd be greater than nine months?
284
285 MR. MOSES: Yes. Now, you kinda do that looking at your governmental funds. And on that one
286 slide, I talked about that percentage being 280 and something percent. But that's inflated the cost
287 because of the issuance of those bonds, in the amount about 11 million dollars. So that's kinda
288 inflated a little bit, the cost of that. Because you can only use that money for your TSPLOST
289 projects. You can't use that to cover payroll.
290

291 COUNCILMAN CLAY: And that's why I said, some money is restricted.

292

293 MR. MOSES: Yes.

294

295 COUNCILMAN CLAY: But the operational cost is in the general fund for the most part.

296

297 MR. MOSES: Correct.

298

299 COUNCILMAN CLAY: So my question really is, if you take the money that's in the reserve of
300 the general fund and you add to it what is transferable from other funds, and take into account of
301 our debt, obviously, we have to pay debt on the land that we're still trying to sell, how much
302 reserve do you think we would have?

303

304 MR. MOSES: Again, it depends. Let's say, for instance, y'all decide not to repay the advance, or
305 BIDA decided not to repay --

306

307 COUNCILMAN CLAY: Pay back what?

308

309 MR. MOSES: The advance of the 11 million dollars. If you said, we're just going to write that
310 off. We want to use future land sales to buy more property, and we're just going to write off the
311 advance of the 11 million dollars, which I can't remember the amount that the general fund is
312 owed, being that percentage would come down significantly. Because, actually -- and that's how
313 I would, actually, look at it. Because that advance has -- I mean, I know you had some land sales
314 in the current year. I think some of that was used to pay down that advance that BIDA has. But I
315 know it's been a large amount for the last several years. And right now -- so the general fund is
316 owed about -- advance about 5 or 6 million. And then you had about 2 million dollars too that's
317 owed from the electric. So you're right, about 8 million. So if you were to write off that amount,
318 if that's not collectible, then that percentage would be much lower; that 9.6 month reserve would
319 be much lower.

320

321 COUNCILMAN CLAY: So actual money that we could tap into without having to sell land, et
322 cetera, to get that money, how much reserve would we have then?

323

324 MR. MOSES: If you didn't have to tap into that?

325

326 COUNCILMAN CLAY: Well, I'm just saying, if all revenue stopped, which means, we're not
327 going to sell the land. And we have to still make the debt payment on it, how long could we
328 operate?

329

330 MR. MOSES: I mean, I would still say that nine month reserve is --

331

332 COUNCILMAN CLAY: Okay.

333

334 MR. MOSES: I'll say this too; if you look at your fund balance in the general fund, it's very
335 liquid. A lot of times when people look at fund balance, they say that's cash; and a lot of times,
336 that's not. But, in your case, even if you just look at your unassigned fund balance and the
337 general fund, which is about 16 million, and then you compare that to your cash and cash
338 equivalence, with the general fund at June 30th, that's about 17.3 million dollars. So your
339 unassigned fund balances are really liquid, really over a hundred percent. So that's how I would

340 kinda like at it. When looking at your, you know, fund balance as a percentage of total
341 expenditures, which is good, 9.6 months reserve. And then also compared to liquidity, looking at
342 your cash at year end. So that shows that general fund is pretty liquid when you look at it like
343 that.

344
345 COUNCILMAN CLAY: Last question.

346
347 MR. MOSES: Okay.

348
349 COUNCILMAN CLAY: Every year, not every year, but on several occasions, we've asked you
350 the question, how do we compare with other cities in Georgia, as far as our fund balance position
351 and our financial strength?

352
353 MR. MOSES: I mean, just looking at that percentage, we look at the fund balance as a
354 percentage of expenditures.

355
356 COUNCILMAN CLAY: Right.

357
358 MR. MOSES: And looking at the liquidity of your fund balance, I know some of that has
359 transfers in; it's pretty strong compared to others. I mean, I would say –

360
361 COUNCILMAN CLAY: Top 10 percent?

362
363 MR. MOSES: Don't quote me on that. I mean, I'll put it this way, I have some clients that
364 reserves are much less than nine months, I'll put it that way. And some of them have to rely on a
365 tax anticipation note to get them through the subsequent months, until property tax revenues
366 come in.

367
368 COUNCILMAN CLAY: I just -- the reason I brought that up is because I know several years
369 ago, we enjoyed -- I've been here for a while -- several years ago, we enjoyed a very enviable
370 position as far as other cities in Georgia as to our financial strength. And then came COVID, and
371 I just wanted to say that I think it is a testimony to our staff, and to the management of the
372 Council, as well, but I credit the staff, primarily, for getting us through the COVID years. And I
373 think of what we did to reduce expenses. I think of some of the things we did at the convention
374 center, for example, and the Arena and what have you. And I just want to give a tribute to the
375 staff for the job that I think they have done. And I think it is absolutely remarkable and I know
376 we're not through the June 30th of this year, but based on everything I've seen, my gut feeling is
377 that we're going to be in a better financial position at the end of this fiscal year.

378
379 MR. MOSES: I would think so.

380
381 COUNCILMAN CLAY: Again, I think that's a real tribute to our staff here, and I thank 'em.

382
383 MR. MOSES: Yeah, I agree completely.

384
385 COUNCILMAN CLAY: That's all I had.

386
387 MAYOR MOTLEY BROOM: Thank you. Councilman Carn?
388

389 COUNCILMAN CARN: All right. Thanks for coming out. I've got quite a few questions. Most
390 of them are off the work packet here and not this, that I'm just seeing, which is good. I guess,
391 first, how many years have you done our CAFR?
392
393 MR. MOSES: Probably since maybe 2007, 2008.
394
395 COUNCILMAN CARN: So that's -- it's '23; what is that? You're the finance guy, how many
396 years is that? Why am I doing the work? What's that, 16, 17 years, something like that? All right;
397 16 years. Couple of things; I guess I'll jump around a little bit. I thought we still utilized some
398 type of collection agency, at least in terms of delinquent utility accounts? Did I hear we're not
399 doing that anymore?
400
401 MS. PHILORD-BRADLEY: We are.
402
403 COUNCILMAN CARN: I thought I heard we weren't doing that.
404
405 MR. MOSES: I couldn't remember if you were still using it or not.
406
407 MS. PHILORD-BRADLEY: We are.
408
409 COUNCILMAN CARN: So we are; and I had a subsequent question. Delinquent sanitation
410 accounts, do we go after them -- I know we go after electric customers.
411
412 MS. PHILORD-BRADLEY: All utilities.
413
414 COUNCILMAN CARN: Same deal?
415
416 MS. PHILORD-BRADLEY: Yes.
417
418 COUNCILMAN CARN: Okay. Well, that's good to know. All of the information in the back of
419 your report, I guess, were stats, and whatever have you?
420
421 MR. MOSES: In the financial statements?
422
423 COUNCILMAN CARN: In this loose leaf piece here. I guess, I'm asking, where did you get that
424 data from? I'm assuming, did we just give you the data?
425
426 MR. MOSES: You're talking about these in the very back?
427
428 COUNCILMAN CARN: Essentially, yeah, some of it -- yes, the schedules and different stuff.
429
430 MR. MOSES: This came from the city; it's audited information with the statistical section.
431
432 COUNCILMAN CARN: So we gave y'all this information?
433
434 MR. MOSES: Yes.
435
436 COUNCILMAN CARN: That answers that question. Couple of things, and, Althea, I guess some
437 of this is for you as well. Packet page 110, for instance, this is about the ARPA special revenue

438 funds and the whole nine. I just at some point would like to see an itemized breakdown of the
439 ARPA funds. I understand the vast majority of that went to, you know, supplementary salary for
440 first responders and the whole nine.

441
442 MS. PHILORD-BRADLEY: All of it.

443
444 COUNCILMAN CARN: So it was 100 percent?

445
446 MS. PHILORD-BRADLEY: 100 percent.

447
448 COUNCILMAN CARN: Okay. That answers that question. I asked how long have you been
449 with us, and I know it's been a long time. I can't hardly recall the last time that I have seen a
450 recommendation for an audit of any particular department.

451
452 MR. MOSES: Like an operational audit.

453
454 COUNCILMAN CARN: Forensic audit.

455
456 MR. MOSES: I did talk with management about that, we do have an advisory practice, and that
457 we do have several of our clients that have engaged in doing an operational audit. For instance,
458 like the city of Forest Park, they got a new city manager, this was a couple years ago. He wanted
459 to have a forensic audit done. They agreed to have an operational audit done. And they engaged
460 David Roberts, who's the partner that leads our advisory practice. They conducted that
461 operational assessment and it went over very well, from the governing body, all the way to
462 management, had over 300 recommendations and a map on how those recommendation can be
463 implemented.

464
465 COUNCILMAN CARN: But we have not?

466
467 MR. MOSES: No. I think you had -- they did do a -- the City of College Park did utilize David
468 Robertson, his staff, to do an operational audit of the Recreation Department.

469
470 COUNCILMAN CARN: But we haven't gotten an audit recommendation from you guys. And a
471 lot of this I say, City Manager, for your understanding, in terms of what we got, where we've
472 been. I know it's a long time with one outfit. And don't get me wrong, you know, you've done a
473 great job with us; it's been a long-term partnership. But one of the things I worry about, you
474 know, you get older, you get a little wiser. And it becomes nothing personal. I think everybody's
475 done a great job. We pay you good money to do the service; you do the service. But, at the end
476 of the day, my obligation is to the taxpayers and making sure we're covering the bases.

477
478 And 16 years, not one recommendation for an audit, for a look, for a look. And I'm not trying to
479 cast aspersions or anything like that, but at the same time, you know, I start to wonder about a
480 financial situation, or a CAFR or anything else that -- every year, we come across with flying
481 colors consistently. I guess that's a good thing, no material weaknesses cited, no compliance
482 issues cited.

483
484 MS. PHILORD-BRADLEY: We had --

485
486 COUNCILMAN CARN: I hear you. It's amazing, and it's a good thing, I guess, in a sense that

487 we, consistently, pass with flying colors. And on the face, it's good news; I get that, and it is.
488 But underneath the surface, I guess you can say -- and this is just me, I'm looking for problems.
489 I'm looking for issues. Don't get me wrong, College Park is a great city. But, I guess, after a
490 while, if you have the same eyes on the same thing for long enough, you're not going to see
491 something that fresh eyes would see. I'm just going to be frank with that. And that's just the truth
492 with any situation.

493
494 And, again, this is nothing personal to you. But I'm looking for issues. And maybe we're just
495 spotless and there's just nothing, everything is that, 100 percent excellent; but I'm not so sure
496 about that necessarily. And it's nothing where, you know, if you have the same people looking at
497 the same thing for enough years, you get into a pattern of whatnot; not to say that you've gotten
498 into that. But when we do these things, I'm looking for problems, you know. If we had a forensic
499 audit, would it be as clean as this CAFR? I don't know; I'm not a financial person. But all I'm
500 saying, City Manager, I'm hoping that you're hearing me.

501
502 MR. HAWTHORNE: I am.

503
504 COUNCILMAN CARN: I'm looking for problems and there's nothing wrong with that; and
505 consistent flying colors is great. But at the same time, I've been around long enough to know
506 that, I think at some point we want to put some fresh eyes on things. And, again, this is nothing
507 personal at all. But you've done enough of these budgets, which I have, not to mention the two in
508 Fulton County, which was a real eye opener in terms of audit and things that you look for that
509 you may not normally want to include or assume. And I'm not talking to you directly, but,
510 Stanley, I think you hear where I'm coming from.

511
512 MR. HAWTHORNE: I do.

513
514 COUNCILMAN CARN: All right. A couple of other questions I, actually, had about some of the
515 internals here.

516
517 MR. MOSES: This was the first year that the city didn't have any findings; we reported a lot of
518 findings in the past.

519
520 COUNCILMAN CARN: We have had findings, but in terms of the deficiencies, these things;
521 material weaknesses, these type of things I'm just -- I'm happy, but there's some, in the back of
522 my head, there's some moment of worry in that, as well. You can be happy about something, but
523 nervous at the same time, I guess, more or less. I guess paranoid, whatever you want to call it.
524 There was one issue here, and this stuff is pretty small to read. I had my magnifying glass out for
525 this stuff. The current fund balance, can you give me that again, just the current fund balance and
526 then current liquidity, without the transfers? You touched on one of those numbers.

527
528 MR. MOSES: All right. For your general fund, your total fund balance was about 23.6 million
529 dollars. And what I would do is look at your unassigned fund balance, which is about 16.7
530 million.

531
532 COUNCILMAN CARN: That's without transfers in?

533
534 MR. MOSES: Well, that's including transfers in.

535

536 COUNCILMAN CARN: What about without transfers in?
537
538 MR. MOSES: You just back out 5.6 million you had transfers in, so just say about 11 million.
539
540 COUNCILMAN CARN: And then current liquidity?
541
542 MR. MOSES: It's about, cash about 17.3 million.
543
544 COUNCILMAN CARN: 17.3.
545
546 MR. MOSES: Which would be still more than your unassigned fund balance.
547
548 COUNCILMAN CARN: I didn't know exactly where I would find those three numbers in this
549 packet.
550
551 MR. MOSES: Page 19 and page 20 of your --
552
553 COUNCILMAN CARN: In the spiral?
554
555 MR. MOSES: Yes, the big one.
556
557 COUNCILMAN CARN: Which one? Page what? Oh, the one I have. Page 19.
558
559 MR. MOSES: The bottom of page 19 and page 20.
560
561 COUNCILMAN CARN: Okay. That's all I have for now.
562
563 MAYOR MOTLEY BROOM: Councilman Allen?
564
565 COUNCILMAN ALLEN: First of all, thank you very much for being here and the work that you
566 do. I know it's long and it's tedious. And, Althea, your group, also for working with them, so
567 much that you do. I've been involved with budgets and financing for over 12 years with one
568 company. And so, there's a lot of numbers to dig into and I appreciate all the hard work that you
569 do, and I appreciate, Althea, your whole team does a great job. So, and to not have anything, I
570 appreciate it. And we have had some in the past. I remember some of those, so again, thank you
571 very much. I don't have any questions on it. I appreciate the job you do.
572
573 MAYOR MOTLEY BROOM: Councilman Gay?
574
575 COUNCILMAN GAY: Hey, Mr. Moses, I don't really have any questions, but I do, you know,
576 as well, concur with Council member Carn that, it may not hurt to sometimes deviate and have a
577 second look at the numbers, just for anything, just for --
578
579 MR. MOSES: And I'll make one comment to that. I had another client that suggested something
580 like that, as well. And, again, you're free to pick another audit firm. But we're big enough that we
581 can change up the entire engagement team, from the partner all the way down to the lower staff
582 and not have anyone -- and actually have a different office to do it, as well. So that's always an
583 option if you're wanting to rotate auditors without necessarily switching firms. So that's always
584 an option, as well. But I always have a different partner to do the quality control review, and we

585 did have some new staff on this audit this past year, as well.

586

587 COUNCILMAN GAY: Do you know if Tylus Paran do audits?

588

589 MR. MOSES: Who?

590

591 COUNCILMAN GAY: Deloitte and --

592

593 MR. MOSES: Deloitte and Touche, yes, they do.

594

595 COUNCILMAN GAY: They do?

596

597 MR. MOSES: Uh-huh. But they don't do any Georgia governmental audits.

598

599 COUNCILMAN GAY: Okay.

600

601 MAYOR MOTLEY BROOM: Thank you so much, Mr. Moses. We appreciate your time.

602

603 MR. MOSES: Thank you all, as well.

604

605 **2. Residential Electric Rate Update.**

606

607 MAYOR MOTLEY BROOM: Next item on the agenda is a conversation on residential electric
608 rates.

609

610 MR. RICHARDSON: Good evening, Mayor and Council members. 364 days ago, I gave you a
611 presentation on our rates and how they stack up to the other 93 power companies in Georgia.
612 And I'm here to give you a rerun of that presentation with a few changes. But I'll make it quick.
613 Just to set this up. Let's look at the history of our residential rates going back to 2011. The last
614 time we had an increase of the actual rate was in January of that year, less than 2 percent. I think
615 it was around 1.6. And we also moved the power cost adjustment to a franchise fee. And we also
616 -- that was the year we added the senior rate. It's waived at that time was a \$7.80 base charge.

617

618 Then in 2016, we increased the base charge to 7.80 to \$10. But we made up for that by reducing
619 the rate by 3.4 percent, which made the senior rates go down even more about 6.4, leaving the
620 power cost adjustment to zero. And then the last rate change we did was November of last year
621 where we reduced the senior rate by another 10 percent. This is a little bit of a history of our
622 power cost adjustment. And I won't go through every line, but you can see in 2011, I was talking
623 about where we moved the power cost adjustment, January 2011 from PCA to the franchise. And
624 the franchise, of course, is a collection that goes directly to general fund.

625

626 We started ramping up a little bit. But what happened was, we had a perfect storm of things to
627 happen in 2017, January 2017. We had a contract default. And then our trust fund depleted in
628 December 2018. That was a credit we were getting on our monthly bills until the trust fund
629 depleted. And then, in March 2020, we got back the 15 megawatts that we had sold to another
630 city; that contract by that default on a contract. Total of all those three is around 9 million
631 dollars. So we had to do a power cost adjustment to make up for that.

632

633 I know Ed Wall calls it a rate increase. I don't call it a rate increase. Rate increase, to me, is if
634 you have to increase the local rates to operate the power department. So that basically was the
635 increase to get back our cost of power. A little bit on rate design. Everybody pretty much has a
636 break point in the residential rates, and ours is 500 kilowatt hours. And that covers the first usage
637 of appliances, lighting, and water heaters. And anything over that typically is heating or cooling.
638 So in the summer, we have a higher rate, because that's the typical time of the year that generates
639 our peak and our cost of power for the next year. So the prior signal, hey, it could cost more in
640 the summer. In the winter, we have our break. It goes down, because we want to compete with
641 gas/heat and we want to reward those that use electric heat.

642
643 A little bit of information here, every month usage in the summer is 812 kilowatt-hours per
644 month, and 823 per month in the winter. We have 7,400 in residential consumers/customers,
645 including 417 seniors. Those are last year's numbers. That number now is more like close to
646 7700 residential consumers and a little over 500 seniors. So our current rate in place is the base
647 charge of \$10, 8.8 cents kilowatt-hour for the first 500. But over 500 in the summer, it goes way
648 up to 12-1/2 cents. That's May through October. In the winter, it goes down to 7.8 cents over 500
649 for your heating, November through April. Plus we have a franchise fee, plus you have the
650 power cost adjustment of 2.9. There is a public service commission survey that's published twice
651 a year. They call it winter/summer. Typically, January for winter, July for the summer. And
652 instead of listing all 94 power companies, I made up these columns here.

653
654 These kilowatt-hour level that they have in the survey; 500, 1000, 1500, and 2000. And I rank
655 them 1 to 94, 1 being the highest power company in Georgia, 94 being the lowest. And here's
656 how we fit in that list. The line going across the horizontal is the median line, around number 47.
657 So for winter, the rates look pretty good. We're below average or right at median at 2000
658 kilowatt-hour. So I think overall, average at a thousand with 3.4 percent below average. But the
659 issue is this summer survey. At 500 kilowatt-hour, we look good. But when you're getting into
660 the heating and cooling cost over that, we're near the top. We're just number 9 from the highest,
661 at a thousand, number 7 for the highest at 1500 and 2000.

662
663 I think I told you last year, if we had a wishing lamp and we could wish that these rates were
664 lower, here's what we'd like to see them to go at that level, the level in the summer. And that's for
665 basically your cooling cost into a more competitive range, more near the median of these levels.
666 Basically, I don't think we'll need a lamp. I think we can do it, and I got in our regular session
667 because of the rate change to get us to this point of 9th to 29th from the highest, a thousand. And
668 a thousand is more like toward our average, so I looked more at our kilowatt-hour when I do that.
669 And, of course, the same almost holds true for 1500 and 2000. In case you want to know, if you
670 go back to the summer survey, the senior rates are not on the survey, but if you put the senior
671 rate, on the summer survey at a thousand, it would rank number 48, right at the median. If you
672 put the summer rate on the winter, it would rank 93, second from the lowest in the winter. So the
673 winter rate for seniors excellent. So we have no issues with the seniors. We have no issue with
674 the winter rates in general. So the proposal in the general session would be to change the rates to
675 get us to that level, and change the senior rate to keep that 10 percent reduction after the change.
676 That's basically it.

677
678 MAYOR MOTLEY BROOM: Thank you, Mr. Richardson. Questions? We'll start with
679 Councilman Clay.

680
681 COUNCILMAN CLAY: I think this is great. That's a great opportunity to help our citizens.

682 Things have gone up all over. This is one thing that's coming down, at least in College Park. And
683 I asked you a couple of questions, which I don't copy everybody on. But I like the fact that you
684 pointed out that this is going to be recovered, essentially, because of the new houses that have
685 gone up, and are going up, and will continue to go up into the next year and so forth. So that's
686 really good news. And just for the benefit for people that are listening in, we contract for so
687 much power from MEAG. And we either have to use it and sell it to ourselves, or sell it to
688 somebody else. And as you pointed out, that I had forgotten, when we sell it to somebody else
689 through MEAG, anyhow, we don't get market rate, we get the wholesale rate. We don't get the
690 retail rate, I should say, we get the wholesale rate. So I think this is really the right thing to do
691 and it's a great benefit for living in College Park.

692
693 MAYOR MOTLEY BROOM: Thank you, Councilman Clay. Councilman Carn?
694

695 COUNCILMAN CARN: All right. Thank you, Hugh. Obviously, I think this is going in the right
696 direction, of course. We don't get a whole lot of trouble out of your department. It's not just
697 because you got the biggest pockets compared to your colleagues; I guess, we all borrow from
698 you. Are we selling any supplemental at all to any other cities currently?
699

700 MR. RICHARDSON: It is through the market rate sale. MEAG sells them to other cities first
701 before they go outside of the system, but we don't have any contracts.
702

703 COUNCILMAN CARN: We don't do the surplus contracts?
704

705 MR. RICHARDSON: We don't have any contracts.
706

707 COUNCILMAN CARN: Is there any potential of that on the horizon at all, or do you think that's
708 something that's --
709

710 MR. RICHARDSON: I don't think so, because they're going at the market rate or lower and I
711 wouldn't want to do that.
712

713 COUNCILMAN CARN: All right. Couple of things I noticed in your piece here. The rate design
714 considerations, when we talked about encouraging electric heat over gas. You're probably aware
715 we're looking at overhauling the apartment codes and ordinances, complete multi-family redo.
716 Do you think if we mandated all electric for multi-family, how much do you think that would
717 benefit us? I don't know what percentage of multi-family is gas. And, again, I'm only speaking to
718 the larger units, not the quad-plexes or duplexes and stuff like that. At some point, I'd like to see
719 what the percentage is. I'm assuming it's vastly majority electric; of course?
720

721 MR. RICHARDSON: It is.
722

723 COUNCILMAN CARN: But I would like to know what remains and if they converted over, how
724 much is left to convert over, you know, if we're 85 percent, whatever. So I don't know who can
725 do that survey, but somebody -- City Manager probably needs to look at that.
726

727 MR. RICHARDSON: I think I sent you, Councilman Carn, a list of all of our apartments one
728 time. And I notated which ones still have gas heat. They have Rugby Valley is all pretty much all
729 gas heat.
730

731 COUNCILMAN CARN: If you can send that again. I'd like to take a look at that. And this is just
732 in the future, you know, after we take a look at what we want to do and we want to change.
733 Packet page 157, if you can explain to me again why we rank so much higher in the summer
734 rates here. I see under 500 kilowatts, we're number 1 and we're number 1, 500 kilowatts in the
735 winter; right?

736
737 MR. RICHARDSON: No, sir.

738
739 COUNCILMAN CARN: Am I looking at this --

740
741 MR. RICHARDSON: You're looking at it wrong.

742
743 COUNCILMAN CARN: Oh, I'm sorry, okay, 54. This is like really dark green. I'm having
744 trouble. I see it now; okay. So we're still, I guess, somewhere in the middle here?

745
746 MR. RICHARDSON: Actually, we're below average.

747
748 COUNCILMAN CARN: We're below average, right, right, because the lowest is 44.

749
750 MR. RICHARDSON: 94.

751
752 COUNCILMAN CARN: 94. Wow, this is really hard to see. Okay. The other issue that I wanted
753 to definitely discuss and, City Manager, I know you are just getting here as well, can you just
754 touch on the other potential data mining deal land acquisition, and just the broad ramifications of
755 what that could potentially mean in terms of we're going to do it, if we're able to do it, what is
756 going to take to do it?

757
758 MR. RICHARDSON: Well, we're looking at one site next to our Edison station. And I just talked
759 MEAG Power today and they are going to proceed with installing another transformer there.
760 That make take a while because of delivery. So we have a pretty good location right next to the
761 station to sell land, and for the data center to purchase it. I'm still pushing that. I'm still pushing
762 that. We can do some temporary serving of them right away. But where they want to go, we're
763 going to need another transformer.

764 But as far as revenue, I think we're getting away or we're going to stay away from the guaranteed
765 market rate. So what we're doing now is going to a market rate plus an adder. And the adders is
766 what we're going to make our revenue from.

767
768 COUNCILMAN CARN: And, Stanley, at some point, I really -- I'm hoping y'all are going to
769 delve into this thing where you could get a really full realistic assessment of what we're talking
770 about here. Correct me if I'm wrong, but we're talking potentially one outfit covering, close to the
771 amount, a great majority of the city's usage; is that right?

772
773 MR. RICHARDSON: I mean, yeah, you could possibly say you double what we already got out
774 there.

775
776 COUNCILMAN CARN: And I hope you're hearing me. One entity on a spot that would generate
777 the revenue that would almost double our revenues. And we're contemplating selling this land.
778 And if it were me, I'd be -- selling the land wouldn't be an issue if we're talking about that type of
779 revenue potential, but that's neither here nor there. But I think it's something we need to sit down

780 and either put in a workshop at some point. Because I think it's serious enough and if we're able
781 to do something like that, the type of savings we could pass along if we wanted to, or whatever
782 else we wanted to do, it would open up the doors for it. So, I mean, I'm glad to see where we at.
783 Last thing I know Georgia Power, they did that second tier increase, I think. Has that kicked in
784 yet, the second one?

785
786 MR. RICHARDSON: I don't know it has, but I got some numbers if you want to hear them.

787
788 COUNCILMAN CARN: You know I do.

789
790 MR. RICHARDSON: They're going up pretty big. Yeah, I mean, I'm seeing summer about a 16
791 percent increase and winter, about 11 percent.

792
793 COUNCILMAN CARN: And, City Manager, we've always generally been 10 percent less than
794 Georgia Power for the same amount of kilowatt-hours. But now, we're going to go beyond that
795 the way it looks.

796
797 MR. RICHARDSON: We're going in the opposite direction is what's going to happen.

798
799 COUNCILMAN CARN: And when we talk about this, you know, we had the financial -- the
800 audit, we're talking about selling land. We're talking about all these things. The different
801 advantages in things that we're able to offer that aren't going to be in an appraisal. That aren't
802 going to be when someone's acquiring land when you're going to build here, you're building at
803 15 percent less for utilities, you know. There are a lot of other things that are in the mix where
804 we can't undercut ourselves and undervalue our worth, because there are other factors that make
805 us more valuable to someone building. It's a lot of stuff to just keep in mind. All right. Good
806 deal. Sounds like good news.

807
808 MAYOR MOTLEY BROOM: Councilman Allen?

809
810 COUNCILMAN ALLEN: Just a couple of things. I think this is fantastic that you've done this to
811 offset these rates, and the senior rate, we were mentioning a minute ago. If a senior doesn't know
812 how to do it, they can go to our website and find out how to make sure that they get the senior
813 rate. So if there's any seniors listening, or in the audience, that want to get that reduced rate, go to
814 the website and find out what you need to do to apply for that rate. That's all I've got.

815
816 MAYOR MOTLEY BROOM: Councilman Gay?

817
818 COUNCILMAN GAY: Hugh, I just had one question. We agreed to give the seniors, who own
819 their homes, the amount of property tax that they would pay, offset their utility bill. Have you
820 gotten with finance to discuss that?

821
822 MR. RICHARDSON: That would be an Althea question, if she wants to answer that.

823
824 COUNCILMAN GAY: Is that going to be something y'all gonna merge together; this rate?

825
826 MR. RICHARDSON: As far as the dollar, we got --

827
828 COUNCILMAN GAY: She's shaking her head, and I don't know what that means.

829
830 MR. RICHARDSON: That means no.
831
832 COUNCILMAN GAY: Has that kicked in yet? Because we're not going to have the senior tax
833 exemption on this November's ballot, we agreed to vote pass that the seniors that have
834 homestead would be tax exempt for the amount of their credit against their utility. Had that
835 kicked in?
836
837 MS. PHILORD-BRADLEY: No, it hasn't. And it won't until August because the attorney's office
838 is bringing a resolution before you on June 20th to basically approve that. Because you all made
839 a motion so, basically, this would put it on paper, as far as the approval. And I'm working with
840 the Communications Department to be able to put the application online. And we're going to
841 target the month of July and we're going to, basically, target those seniors that may qualify,
842 based on what we have in the system, showing their ages and telling them to apply. So we're
843 going to be advertising for the month of July. And then, we're going to start taking applications
844 in August.
845
846 COUNCILMAN GAY: All right. Thank you.
847
848 MAYOR MOTLEY BROOM: Ms. Philord-Bradley, I had a couple of questions, because I want
849 to make sure that we're clear about this. Because it's not every senior who owns a home.
850
851 MS. PHILORD-BRADLEY: Correct.
852
853 MAYOR MOTLEY BROOM: There are income requirements in regard to that?
854
855 MS. PHILORD-BRADLEY: Income requirements, yes. And this will be a test for us, as far as
856 next year, when we actually do provide the senior tax exemption on those that are homestead and
857 those that qualify. Because they'll still have to fill out the application. And we're trying to give
858 them the ability to fill the information online, and submit those documents online, to support
859 their eligibility.
860
861 COUNCILMAN GAY: I agree. A lot of my Ward 4 seniors are still thinking that they're going to
862 fall under the governor's tax exemption bill that was not put on the ballot. Be clear that there is
863 an income requirement, because they're still thinking that they're going to get it without any
864 means test, just because of their age.
865
866 MS. PHILORD-BRADLEY: Yeah, and they have to be homesteaded and own their home as
867 well. So all those still apply.
868
869 COUNCILMAN GAY: Thank you.
870
871 MS. PHILORD-BRADLEY: You're welcome.
872
873 COUNCILMAN CARN: Althea, I thought we set that up a couple of months ago?
874
875 MS. PHILORD-BRADLEY: But we still have to go through the process of identifying those
876 folks that actually qualify for the exemption. We still have to adopt the ordinances. Just not
877 everybody comes in, you know, fills out -- because you all threw it on us at the last minute, we

878 didn't know that was something that we were going to take on. But we are trying to work through
879 the process so it's not, you know --

880
881 COUNCILMAN CARN: I thought that it was the same, exact, identical, set of folks that
882 qualified --

883
884 MS. PHILORD-BRADLEY: No.

885
886 COUNCILMAN CARN: -- that have qualified under the others? Another set of qualifications?

887
888 MS. PHILORD-BRADLEY: It's the same set of qualifications for the senior tax exemption, and
889 those that fall under the disabled guidelines. It's not the same. As far as the utility credit, or the
890 utility discount that the seniors are receiving, the only requirement that you have to be 65 years
891 of age. Now with the senior tax exemption, there are multiple requirements to be eligible for that.

892
893 COUNCILMAN CARN: This was the placeholder in lieu of it not happening this year.

894
895 MS. PHILORD-BRADLEY: Correct.

896
897 COUNCILMAN CARN: I thought it was going to be the same criteria.

898
899 MS. PHILORD-BRADLEY: It is. It's different from those that are currently receiving a discount.
900 It's just the basic 65 years of age, versus you have to be homesteaded. Because what we're doing
901 is use those that qualify, we would use their 2022 tax bill amount, and that's what they would be
902 credited on as far as the city's portion.

903
904 COUNCILMAN CARN: Okay. So we prorated that to a year, or the beginning of this year. Is it
905 just going start in August only and just four months of it?

906
907 MS. PHILORD-BRADLEY: No, no, no. Its total amount. The total amount. They'll be credited
908 the total amount based on what property tax they paid for the city portion.

909
910 COUNCILMAN CARN: Got it.

911
912 MAYOR MOTLEY BROOM: Thank you very much. We'll move on to the discussion of the
913 consent agenda. The first item is consideration of emergency replacement rolling steel door for
914 Exhibit Hall C at the GICC. Questions for Ms. Miller on this one, Councilman Clay?

915
916 **3. Discussion of the Consent Agenda.**

917
918 **A. Motion to approve Emergency Replacement of Rolling Steel Door for Exhibit**
919 **Hall C at the Georgia International Convention Center**

920
921 **B. Motion to approve Audio Visual Services for the Georgia International**
922 **Convention Center**

923
924 COUNCILMAN CLAY: Yeah, I have a question for Mercedes, and I copied her on it, but I
925 never saw a response. And I don't know whether I got it, because I got a lot of responses. So if I
926 missed it, I apologize.

927
928 MS. MILLER: I did not get a question. I looked for your question all day yesterday, but I did not
929 get one.
930
931 COUNCILMAN CLAY: Okay. Well, my question was, I said, was the door damaged by an
932 accident, or did a component fail just due to being worn out? And why can't it be repaired as
933 opposed to replacing the whole thing?
934
935 MS. MILLER: The door failed because a component stopped working. The doors are old, and
936 the door just kinda collapsed. This is the second door we've had to replace. It could not be
937 repaired. We had them to come out and look at it and it could not be repaired. Those doors are 20
938 plus years old and it was just time to get a new door there. It was an emergency repair, because if
939 we didn't get the door repaired, we would not be able to rent those halls separately. Because the
940 client has to have a way to move into the exhibit halls and through the roll up doors.
941
942 COUNCILMAN CLAY: That's all I had.
943
944 MAYOR MOTLEY BROOM: Councilman Clay, since Ms. Miller is also handling item 3(b), do
945 you have questions on AV services?
946
947 COUNCILMAN CLAY: 3(b) which is what?
948
949 MAYOR MOTLEY BROOM: That's Onsite, the recommendation of staff for Onsite.
950
951 COUNCILMAN CLAY: No. I didn't have a question on that. These guys have been doing a
952 fantastic job for us forever. And I think it's just an essential part of maintaining the quality of the
953 service that Mercedes provides. Plus, they're used to doing -- this is big job.
954
955 MS. MILLER: That and we have to remember that our audio/visual, they're not required to use
956 them. But they're the preferred vendor. So customers do have the choice of bringing in their own.
957 But we make money from them using the in-house audio/visual.
958
959 COUNCILMAN CLAY: They must appear to the customer as to be quite competitive for the
960 rates that you're charging?
961
962 MS. MILLER: Correct.
963
964 COUNCILMAN CLAY: So it's a win for everybody.
965
966 MS. MILLER: Yes.
967
968 COUNCILMAN CLAY: I have no other questions.
969
970 MAYOR MOTLEY BROOM: Councilman Carn, questions on either 3(a) or 3(b)?
971
972 COUNCILMAN CARN: I got questions on both. I guess I'll start with the AV. It'd be great to
973 see kind of -- I'm assuming most customers go back and use the recommended outfit Onsite;
974 right?
975

976 MS. MILLER: Well, it'll be hard to calculate that because we don't have the same customers
977 every year. But I did list in my information the revenues, the history of the revenues from the AV
978 company.

979 COUNCILMAN CARN: So overall, most people are satisfied with --

980
981 MS. MILLER: Uh-huh.

982
983 COUNCILMAN CARN: -- what they get? And, obviously, we do a lot of repeat outfits that
984 come every year. They're pretty consistent with the same ones, they don't say, oh, I didn't like it
985 this time, I'm going to go with another --

986
987 MS. MILLER: Usually, if a company wants to go outside, again, it's a preferred; it's not a
988 requirement. Once they get a cost from the outside, they end up using the inside vendor. Because
989 if you go on the outside, we still have to charge you for a rigging supervisor if you're hanging
990 stuff in the ceiling to protect the building.

991
992 COUNCILMAN CARN: So 90 percent of your folks generally -- would that be safe to say 80
993 percent?

994
995 MS. MILLER: I don't want to give a safe number. I'll get one and give it to you.

996
997 COUNCILMAN CARN: I'm just curious. I would assume the vast majority of them. In terms of
998 the rolling door, I went back there with your engineer, I saw the door physically, it is worn out.
999 And I said to myself, it's long overdue. Every year, Mercedes, I know money is tight, and you
1000 know how to squeeze those nickels until they holla. And it's great pinching pennies, but at the
1001 same time, you got to get what you need over there, you know. And don't be afraid to ask. I
1002 always tell folks with the budget, tell us what you need and we want to make sure we getting you
1003 covered with what you need. But that's something that you definitely needed and, yeah, no
1004 question there. But I always tell you, when it's something that we need over there, you know, and
1005 this is every department head, speak up. If you need something, speak up, whether it's in the
1006 budget or not. Does that mean you will get it every time? No. But let us know what it is. Let us
1007 know. Don't be afraid to ask. So, yeah, no question.

1008
1009 MAYOR MOTLEY BROOM: Councilman Allen?

1010
1011 COUNCILMAN ALLEN: Okay. No, I talked to you today. Thank you very much. My question
1012 was on the doors and about the warranty. And the audio/visual, you know, it's so important to
1013 y'all clients to have it in there. I just appreciate everything you do and they do a great job. So I
1014 don't have any questions.

1015
1016 MAYOR MOTLEY BROOM: Councilman Gay?

1017
1018 COUNCILMAN GAY: Ms. Miller, I don't have a question -- well, I do have a question. I just
1019 heard someone say they obviously must be very competitive. How do we know if they're
1020 competitive if we never bidded out the audio?

1021
1022 MS. MILLER: But we did put out an RFQ. We don't bid it out because we don't charge for it, the
1023 audio/visual company do. But for this, we did put out an official RFQ which should in your
1024

1025 packet.

1026

1027 COUNCILMAN GAY: Ms. Bradley, today you sent me an email around 10 o'clock; right?

1028

1029 MS. PHILORD-BRADLEY: Yes.

1030

1031 COUNCILMAN GAY: And that -- okay. All right.

1032

1033 COUNCILMAN CARN: I had one other question with the door. So there's a warranty on the
1034 doors?

1035

1036 MS. MILLER: There is a three-year warranty.

1037

1038 COUNCILMAN CARN: Now, eventually, do you think the other doors eventually are going to
1039 wear out along those lines?

1040

1041 MS. MILLER: They probably will, but I will get them repaired once they -- just like the others,
1042 once they stop being operable, then I will repair them. But we do work on them, as much as we
1043 can, before we get to the point of repair -- of replacing them.

1044

1045 COUNCILMAN CARN: And the reason why I was asking, I'm thinking in the back of my head,
1046 well, ultimately, I mean, with time, obviously, you know, it'd be great if we could say, well, hey,
1047 we'll pay for this door, but we want to, you know, put in funds now for, you know --

1048

1049 MS. MILLER: The second one we have repaired was about five years ago, we replaced one of
1050 the other doors. So this is number two, so we only have two more to go.

1051

1052 COUNCILMAN CARN: So, I mean, just thinking in my head, I said to myself, well, when the
1053 other two doors go, if it's ten years from now, if it's five years from now, whenever it is, it's
1054 going to be a whole lot more expensive. Would we ever look at something along the lines of
1055 saying, we'll put in for two more doors and pay 'em up now, so when they do go, we can get 'em
1056 done at a cheaper rate than it will cost when they actually go, I guess more less. I mean, it doesn't
1057 make any sense, or would they even do anything along those lines?

1058

1059 MS. MILLER: I don't know, but I'll check. But I can't imagine they will because you have to
1060 store them and they have to make them.

1061

1062 COUNCILMAN CARN: Okay, just curious.

1063

1064 MAYOR MOTLEY BROOM: Thank you, Ms. Miller.

1065

1066 **C. Motion for approval to pay Central Square Technologies for the annual**
1067 **maintenance and technical services for One Solution RMS, CAD systems utilized**
1068 **by the College Park Police Department in the amount \$126,051.70.**

1069

1070 MAYOR MOTLEY BROOM: Any questions for Chief Rogers on the consideration for Central
1071 Square Technologies. Councilman Clay?

1072

1073 COUNCILMAN CLAY: No, I don't have any. This is the system we've used for years, and it

1074 make sense to continue with it. If the Chief's happy with it, I'm happy with it.

1075

1076 MAYOR MOTLEY BROOM: Councilman Carn?

1077

1078 COUNCILMAN CARN: Well, Chief, this is what we need; all right.

1079

1080 MAYOR MOTLEY BROOM: Councilman Allen?

1081

1082 COUNCILMAN ALLEN: No, I'm good.

1083

1084 MAYOR MOTLEY BROOM: Councilman Gay?

1085

1086 COUNCILMAN GAY: No questions.

1087

1088 **D. Motion for renewal of a legislative representation agreement between the City of**
1089 **College Park and Peachtree Government Relations (PGR).**

1090

1091 MR. BOLIA: Good evening. Thank you for the opportunity to be here this evening. I'm
1092 accompanied with our partner Ohio River South, Howard Franklin and Jennifer Larosa. We
1093 provided you a PowerPoint that gives summary of what happened during the 2023 session. Some
1094 details about some other things that are going on. We're glad to go through it or certainly answer
1095 any questions you have about it. And answer any other questions you might have about the
1096 legislative session or what's going on in politics in general.

1097

1098 MAYOR MOTLEY BROOM: Well, we'll start with Councilman Clay?

1099

1100 COUNCILMAN CLAY: PowerPoint is not in my packet.

1101

1102 MAYOR MOTLEY BROOM: Paper copies were at your desk.

1103

1104 COUNCILMAN CARN: Where is it?

1105

1106 MAYOR MOTLEY BROOM: It's right there.

1107

1108 COUNCILMAN CARN: This is it here?

1109

1110 MAYOR MOTLEY BROOM: Yes, that's it.

1111

1112 COUNCILMAN CLAY: I obviously haven't had a chance to look through it since I just got it
1113 when I came to the meeting.

1114

1115 MAYOR MOTLEY BROOM: Would you like to go over some of the broader highlights of it,
1116 Mr. Bolia, while we have the opportunity to take a look?

1117

1118 MR. BOLIA: Absolutely. So, just some things in general that we love to talk about is the state
1119 budget has been robust for the last several years, even through the pandemic. But we're seeing
1120 for the first time a down turn in state revenue. And so, what you saw the Governor do, at the end
1121 during the veto session, was he had his budget director actually disregard almost 200 million
1122 dollars in expenditures, which is a very unusual thing. It's seemed that disregards were -- didn't

1123 matter what party you were in, what part of the state you're in, he just simply disregarded every
1124 single request from the Georgia General Assembly. So I think that is something that everyone
1125 should take a very close look at. Because it's probably going to mean there are steeper budget
1126 cuts, as we look going forward to the 2024 session.

1127
1128 One issue that I know that when we had folks at the Capitol, the homeless issue was a big issue.
1129 We took a look at a study committee last year and we participated in that. And in this session,
1130 they did pass a bill that directed cities and counties to comply with any codes they may have
1131 regard with homelessness. I think you're going to see more and more on this issue as it goes
1132 forward. We're seeing a lot of issues in other cities. And I think the General Assembly is taking
1133 note of that and trying to get ahead of those items. I'm going to skip forward on electric vehicles.
1134 There is an affordable housing bill that was looked at. It did not pass. This is something that
1135 Mayor Motley Broom is very involved in. Her leadership with GMA was critical in making sure
1136 this bill did not pass. It would have limited what cities and counties could do with regards to
1137 ordinances. And it would have capped your ability to limit certain types of developments. So I
1138 think that while they're trying to arrest an issue of affordable housing, I don't think the
1139 legislature, they were pushed would do that. And Mayor Motley Broom did a fantastic job
1140 testifying on behalf of GMA, and behalf of cities throughout the state. I don't know if you want
1141 to talk about the truck weights.

1142
1143 MS. LAROSA: Sure. Just to give a brief oversight, as you probably recall, the Governor did have
1144 an executive order during COVID that did increase those truck weights at that time.

1145
1146 COUNCILMAN CLAY: Can you talk closer to the microphone, please?

1147
1148 MS. LAROSA: Sure. So I think that some of the industry found that as an opportunity to
1149 increase the rates, at that time, or this particular session. It did not get increased to the maximum
1150 amount they were asking for, or would pass the House, which was 90. So it was kind of a meet in
1151 the middle. And I think most of the legislature saw the Governor support in that executive order
1152 as a chance to get in good graces, and probably support this particular increase, for the first time
1153 over decades. And so, it does have a sunset, so it will be looked at again. And, at that time, I
1154 expect GDOT will come back with full forces; they did this time and so will the local
1155 jurisdictions to really show that the difference is the fees rate increases did have.

1156
1157 MR. BOLIA: Two specific pieces of legislation to College Park House Bill 270 was College
1158 Park senior exemption. This bill did include, as you heard previously, some specific limits, either
1159 disabled and/or have a certain income limit to qualify for this. I should say your Council went
1160 through that market; a fantastic job of crafting this legislation, working with legislative counsel,
1161 which I think at a minimum, we can say was difficult. But I think he prevailed on many, many
1162 points to get this legislature the way you wanted it. And the other bill we looked at was House
1163 Bill 124 by Representative Roger Bruce, which dealt with emergency transportation vehicles,
1164 ambulances in College Park. While the bill didn't pass, I would say that it allowed to speak and
1165 engage in discussion with Grady, which I understand now from your City Manager that they
1166 have an emergency ambulance in the College Park area, much more readily available. So I think
1167 that could be considered a win for us. I don't know if anyone else wants to talk about that
1168 specific issue.

1169
1170 There are several bills that were critical to GMA. I won't necessarily go through them. I think
1171 you probably heard that through your summary from GMA. But one thing we are going to be

1172 looking very closely at the study committees that are going on this summer, this fall, and
1173 concluding around December of this year. Some of those ones that we think are going to affect
1174 College Park include EMS reform, and there's joint study committee on LOST and service
1175 delivery. So I think those are things that will be very interesting. We will be at the GMA
1176 conference. Howard and I are both planning to attend that, so we'll be able, if you all are there
1177 and would like an in depth discussion around these matters. Of course, be listening very close to
1178 what the official, the GMA, are saying, because they are great representatives for all cities and
1179 the state. We are glad to be part of that as well.

1180
1181 MAYOR MOTLEY BROOM: Thank you, Mr. Bolia. Councilman Clay?

1182
1183 COUNCILMAN CLAY: Yes. Don, the one thing on our College Park legislation, it's effective
1184 5/1, but that does not apply to this year; that's still correct, right?

1185
1186 MR. BOLIA: That is correct. As I mentioned, you know, we argued that it should be on the
1187 ballot sooner, but it wasn't able to be.

1188
1189 COUNCILMAN CLAY: I know the history. I just want to make sure I still had it right.

1190
1191 MR. BOLIA: Correct.

1192
1193 COUNCILMAN CLAY: The second question is, a while back, thanks to the Governor, there was
1194 a return to the taxpayers. Even I got a return. I'm not quite sure why I deserved it, but I got it and
1195 I was happy for it. But now we're turning around and we've got a tight situation. So to what
1196 extent as you can anticipate, why would we give a rebate if we understood the fiscal
1197 prognostication of going forward and then say, oops, now we've got a tight situation? I would
1198 have rather not gotten the rebate. I don't know whether anybody else can speak to that, but I
1199 would have rather not gotten it and not have the State in a tight situation, such that we gotta scale
1200 back other services in whatever form we're scaling them back. Do you know why that happened
1201 outside of just politics? I mean, did we miss something?

1202
1203 MR. BOLIA: Not to get ahead of the folks at the budget office and the State, or the leadership of
1204 the State, what I would say is that it's in part how the legislature budgets. So we actually have
1205 two budgets that were passed in the '23 session, which is what they call the mid-term budget,
1206 which is effectively a budget that last from January 1 of 2024 till June 30th of 2020 -- I'm sorry
1207 -- 2023 to June 30th of 2023. And that budget really is to take into account the change in school
1208 spending that happens because of head counts that occur when the kids go back to school, and
1209 they've already budgeted for them. So that was the purpose of it. But what happens is, a lot of
1210 things get put into that mid-term budget including some of these tax cuts. And those things are
1211 generally debated and voted on in about February of '23. I think they didn't see their first decline
1212 until the March numbers, which don't really come out until later, and then the April numbers.

1213
1214 So the numbers lag behind, from a data standpoint, of what the State's seeing about 30 days. So
1215 by then, they've already pretty much had hammered out the FY '24 budget. And I think it's
1216 largely due to process. But with that being said, I think the best the Governor could do, to sort of
1217 look at the issue after the date has come in, was to do those disregards on about 200 million
1218 dollars in spending. With that being said, the rainy day fund of the State is pretty robust. There's
1219 a significant amount of money in the rainy day fund that's probably more than they've ever had to
1220 sort of weather the storm, so to speak.

1221
1222 COUNCILMAN CLAY: All right. That's all. Thank you.
1223
1224 MAYOR MOTLEY BROOM: Councilman Carn?
1225
1226 COUNCILMAN CARN: I got a few things. And, obviously, I don't think I have to tell anybody
1227 where I'm starting off at. So, I guess, nobody's going to say it? Nobody's going to talk about it?
1228 You completely overlooked it? Nothing to say about last year? This year? The big screw up.
1229 Nothing?
1230
1231 MR. BOLIA: I'm glad to answer any questions you might have, sir.
1232
1233 COUNCILMAN CARN: Well, I would be glad to hear an acknowledgement of what happened
1234 so that the public knows, first of all. I shouldn't have to ask you about that if you're asking to be
1235 renewed again.
1236
1237 MR. BOLIA: Well, I think we discussed that pretty much at length the last time we were here
1238 and we're glad to talk about it again. I know that there was some discussion about whether or not
1239 the correct version was passed in the 2022 session. I think we acknowledged and made as many
1240 changes as we could. We tried to accommodate and get it done for an earlier vote in '23. But,
1241 unfortunately, legislative council ruled against us on our ability to put it on an earlier ballot in
1242 2023, and ruled that we had to put it on the November 2023 ballot.
1243
1244 COUNCILMAN CARN: All right. So, City Manager, and this is not just for you, this is mostly
1245 for the public, so that you know exactly what went on here. When I talk about this city and our
1246 standards being too low, this is a text book example. And what would probably happen here
1247 tonight -- well, my first question is, I didn't see this on the regular session. I see it on the
1248 workshop. But since when have we started voting on items in the workshop session because this
1249 says --
1250
1251 MAYOR MOTLEY BROOM: This is part of the consent agenda.
1252
1253 COUNCILMAN CLAY: Consent agenda, Joe, for the regular session.
1254
1255 COUNCILMAN CARN: Here's the thing, and for those that don't know what happened, this was
1256 probably the biggest screw up I've seen since we've hired lobbyists, since I've been here. And if
1257 anybody expects me to renew this, there's no way I'm going to do that. Now, Howard, I've
1258 known you for many, many years, and there's a partnership here with lobbying outfits. But, Don,
1259 you're the lead on this; is that right?
1260
1261 MR. BOLIA: That's right.
1262
1263 COUNCILMAN CARN: That's what I thought. Before I make my comments, my
1264 recommendation would be that we put this out for bid, and take a look at everything else that's
1265 out here. And if these two outfits want to bid again, I would recommend, you know, they're
1266 welcome to do it. But the amount of neglect and overlook here is unbelievable to me. If I were
1267 just a customer and you were a business I was doing business with, I'd ask for all of my money
1268 back. I would ask for all of my money back. You get something to the Governor's desk and it's
1269 the wrong bill; the Governor signs the wrong bill? Because you all didn't overlook and cross the

1270 T's and dot the I's.

1271

1272 And then you turn around and blame it on some of us up here. You blame it on some of our State
1273 Legislatures, which you did, on video. Everybody but the lobbyist, who's job it was to carry the
1274 football into the end zone, and you did not do it. And I want the public to understand why I'm not
1275 supporting this, and why we keep accepting subpar standards, with the things that we're doing
1276 here and the money we're spending. So I want y'all to follow me on this, and it's kinda hard to
1277 follow. But most of y'all heard me say, we hired them to get a bill through both legislative
1278 houses, through committees, and to the Governor's desk for signature. When they got it to the
1279 Governor's desk, they gave him the wrong bill. I'm gonna say it again. They gave him the wrong
1280 bill, and the Governor of Georgia signed the wrong bill.

1281

1282 I guess the best way to analogize this, if you're paying your tax money for services -- and folks,
1283 listen, I don't want y'all to take this personal at all. If you wanna rebid, you can rebid. I'm not
1284 going to -- absolutely not going to approve this after the job you did last year. And I don't want
1285 y'all to take it personal because it's not personal. But my obligation is to the taxpayers and
1286 residents of this city first and foremost. And a lot of time, some of us don't understand the
1287 meaning of the word. And I explain it to residents like this, so you can understand exactly what
1288 happened, and what would you do in this situation? Let's say you're a resident, you hired an
1289 attorney for something that you needed to have taken care of in the legal system at the courts.
1290 Let's say, you hired them to represent you for an adoption case. You wanted to adopt some child,
1291 right. Okay. You hire the attorney, they do the paperwork. They get everything together. They go
1292 work things out with the kid, and the counsel, and the whole nine. They get it to the judge. They
1293 get it to court. And everything's going well. You get to court, judge signs off on the papers, and
1294 you got your adoption. You've adopted your new child. And then, guess what, you find out, well,
1295 somebody didn't look at the paper, we adopted the wrong kid.

1296

1297 And I depended on my attorney to check the paperwork to make sure we were adopting little
1298 Billy, and we ended up adopting Suzie Q. Now, do you think the next year, or following year,
1299 I'm going to hire the same law firm to try again to adopt the right kid, because they didn't pay
1300 attention to the detail in the paperwork, get it to the judge again, and have him sign papers on the
1301 wrong kid again, on my behalf and I pay for it twice? You know, it's just unacceptable. It's a
1302 substandard level of service. And we're going to sit up here -- y'all watch what I tell you -- we
1303 will sit up here and pass it and approve it again. You watch what I tell you. But I'm not going to
1304 accept it. I'm not going to accept that. I'm not going to accept that. You'd have to be crazy to do
1305 that again. I don't think any citizen would do that again. And this right here, this is a textbook
1306 example of what I'm talking about. We didn't get their packet until today, after executive session.
1307 Folks, you hire a lobbyist to handle the paperwork. You hire a lobbyist to handle the business. I
1308 don't understand how your firm cannot manage to get us the material for review in a timely
1309 manner, while everyone else is presenting at workshop, and at the regular session, got their
1310 materials turned in to the city last week. And we're counting on them to take legislation up to the
1311 gold dome, to the Governor? Come on. You got to be kidding me. That's all I got, Mayor.

1312

1313 MAYOR MOTLEY BROOM: Councilman Allen?

1314

1315 COUNCILMAN ALLEN: I have no questions.

1316

1317 MAYOR MOTLEY BROOM: Councilman Gay?

1318

1319 COUNCILMAN GAY: Well, I think you said it all for me. Well, I would like to add to that, you
1320 did explain that to us, but we were told -- and Council member Carn, I don't think it was a
1321 mistake, I think it was intentional. That's just my belief; that the Governor got that wrong bill.
1322 Because the citizens 65 or older who own their house could have got a tax break even though we
1323 goofed. And it wouldn't have cost us but 800 to 1.2 million dollars. And they deserve that tax
1324 break. And they're people on this council who voted against that, but they vote against
1325 everything, but a quality of life for seniors who lived in this community, and paid their taxes
1326 before many of these people ever lived in our city.

1327
1328 So voters, please understand that. But more importantly, we were told that it was going to be on
1329 November's ballot, this November. So you just praised our city attorney when, in fact, it wasn't
1330 even put on the ballot. In fact, the legislative council sent numerous emails that I dare you put it
1331 on the ballot; try it. So the citizens won't even get to vote on that this year. Maybe we'll get
1332 another shot at it in the next council.

1333
1334 MR. BOLIA: I do believe it's going to be on your November ballot, assuming the city requests it
1335 from the Fulton County Election Division.

1336
1337 COUNCILMAN GAY: November 7th?

1338
1339 MR. BOLIA: Correct.

1340
1341 MAYOR MOTLEY BROOM: That's correct.

1342
1343 COUNCILMAN GAY: I wasn't even aware of that. That was something y'all know about? You
1344 too? I didn't know about it. When was y'all gonna tell us?

1345
1346 MR. BOLIA: It was in our Sunny Day report which we sent out weeks ago.

1347
1348 COUNCILMAN GAY: And the State is okay with that?

1349
1350 MR. BOLIA: Yes, sir.

1351
1352 COUNCILMAN GAY: So why didn't we just put the Governor's deal on the ballot for 65? Why
1353 we have to fight him on that? I mean, why didn't we just put that one on the bill -- on the ballot,
1354 65?

1355
1356 MR. BOLIA: I think it is. That is the age.

1357
1358 COUNCILMAN GAY: Without the income.

1359
1360 MR. BOLIA: Without the qualifications? My assumption is that was the will of the council to
1361 have the limits on -- based on the council's resolution.

1362
1363 COUNCILMAN GAY: I'd like for us to remove this item off the consent agenda, please.

1364
1365 MAYOR MOTLEY BROOM: That would be appropriate when we get to amendments, changes,
1366 and deletions to the agenda.

1367

1368 COUNCILMAN GAY: Okay.

1369

1370 MAYOR MOTLEY BROOM: In the regular session. Any other questions? Hearing none, we'll take a
1371 break until 7:50.

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1374

CITY OF COLLEGE PARK

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Bianca Motley Broom, Mayor

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1382

1383 **ATTEST:**

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1386

1387

Shavala Ames, City Clerk

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1389