

STATE OF ALABAMA) (
:
COUNTY OF BALDWIN) (

The City Council met in a Work Session
at 4:30 p.m., Fairhope Municipal Complex Council Chamber,
161 North Section Street, Fairhope, Alabama 36532,
on Monday, 27 July 2026.

Present were Council President Jimmy Conyers, Councilmembers: Jack Burrell,
Joshua Gammon (arrived at 4:35 p.m.), Jay Robinson, and Andrea Booth, Mayor Sherry
Sullivan, City Attorney Marcus E. McDowell, and City Clerk Lisa A. Hanks.

Council President Conyers called the meeting to order at 4:33 p.m.

The following topics were discussed:

- The first item on the Agenda was the Presentation by the 2026 Baldwin County Utility
Interns (3) was next on the Agenda. Senior Human Resources Coordinator Jennifer Failla
addressed the City Council and introduced Kye Harvey, Davidson Stankoski, and Zane
Reynolds.

Kye Harvey from Bayshore Christian School addressed the City Council and said he
worked in the Electric Department. Mr. Harvey gave the background of his family; said is
huge in his faith; and loves Theology and Physics. He said this was a good experience for
him and had a really fun time. Mr. Harvey said the electrical side fascinated him,
especially what a lineman does and how electricity works; and said he learned a lot of
stuff about the Electric Department.

Davidson Stankoski from Fairhope High School addressed the City Council and said he
worked in the Public Works Department's with HVAC and Building Maintenance. Mr.
Stankoski said he was fascinated by A/C units; and loved working with the HVAC
multiple components. Mr. Harvey commented that he learned a lot of stuff over the past
few weeks; and told the City Council that he wants to open his own HVAC shop. He said
the employees were great teachers, patient, and thoughtful.

Zane Reynolds from Spanish Fort High School addressed the City Council and said he
worked in the Fleet Maintenance Department. Mr. Reynolds said he learned a lot working
on diesels, hydraulics, and welding. Mr. Reynolds said he and his co-worker Mike built a
forklift/manlift frame for the bucket. His message to future interns was "Don't let Tim
get to you."

- City Engineer Richard Johnson and Lee Lawson President and CEO of Baldwin Alliance
(f/k/a Baldwin County Economic Development Alliance) addressed the City Council
regarding the Presentation, Review, and Consent for the Baldwin County Economic
Development Alliance: Front and Rear Courtyards at the K-1 Center/HATCH Project.
Mr. Johnson said right now they are doing finishing work, but should be opened to
HATCH mid-September. He said this is a well thought out plan for the courtyards.

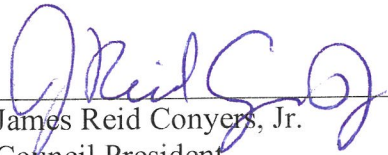
Mr. Lawson said they are phasing in the aesthetics for the courtyards. He said they are
going after another HUD grant; and time is of the essence for this Project. Mr. Lawson
said we have a great team and partnership too.

Monday, 27 July 2026

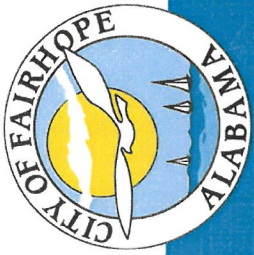
Page -2-

He told the City Council the early success with HATCH was the Med Tech entrepreneurs; and then explained Phase I for the courtyards. (See attached Pictures)

- The Discussion of the Walker Downtown Parking Strategy was the next Agenda item and presented by Planning Director Hunter Simmons. He told the City Council that the parking meter discussions go back to 1962 and then, off and on. He showed a photo of the Fairhope Parking Deck from 2024 and then, a photo from 2026. Mr. Simmons noted in both photos the parking deck was not full. He said education still needs to be done for using our parking deck. (See attached Power Point Presentation) Council President Conyers that the Parking Authority and Hunter Simmons for all of their hard work with this issue. Councilmember Burrell said there were no surprises and it was a good report. He commented that two-hour parking in Fairhope is not enough time for shopping and going to a restaurant; it is more like four-hours plus. He stated on street parking is a problem. Councilmember Gammon suggested a trolley car with air condition for the CBD instead of the golf cart shuttle.
- City Treasurer Kim Creech addressed the City Council regarding Review General Fund Revenue for the FY2027 Budget. (See attached Power Point Presentation) Ms. Creech highlighted the large dollar amounts in the presentation; and answered any questions if needed. Mayor Sullivan said the State of Alabama is looking at SSUT income. City Sales Tax was questioned and the need to repeal the Dog Tax Ordinance was suggested. Councilmember Burrell said this ordinance was put in place to make sure rabies shots were current. Councilmember Gammon questioned Total Revenue; and mentioned staffing that is budgeted but not hired will be looked at.
- Councilmember Burrell gave an update on the Fairhope Airport Authority; and mentioned major improvements. He commented that businesses are coming to the Airport Authority; and said he and Attorney Chris Williams are working on the eight acres for Industrial Park given back to the City of Fairhope. He told the City Council to hold the Airport Authority accountable and have them pledge money to the City.
- Council President Conyers said the Parking Authority update was the Walker Downtown Strategy Analysis given by Mr. Simmons.


James Reid Conyers, Jr.
Council President


Lisa A. Hanks, MMC
City Clerk

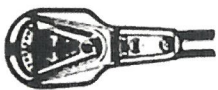


City of Fairhope City Council Work Session

July 13, 2026

Walker Parking Study Summary

Background



THE DUAL PARKING METER COMPANY

SUBSIDIARY OF Rockwell MANUFACTURING COMPANY

400 NORTH LEXINGTON AVENUE, PITTSBURGH 8, PA.



December 20, 1962

STATE OF ALABAMA

County of Baldwin

The City Council of the City of Fairhope met in special session at the City Hall, Friday, January 4, 1963 at 2:00 P.M. with the following members present: Mayor, Schneider, Councilmen Boone, Gaston, Nelson, Poser and Schermer. Each member of the Council signed waiver of notice of and consent to the holding of such special meeting.

The Mayor stated that the purpose of the meeting was to settle the account with Dual Parking Meter Company. City Attorney Rickerby read letter from Dual Parking Meter Co. dated December 20, 1962.

Motion by Councilman Nelson seconded by Councilman Gaston that the City pay \$8,000.00 and return the meters to Dual Parking Meter Company as per their offer in letter to Mr. Rickerby dated December 30, 1962. Upon being put to vote the following vote was recorded: For: Councilmen: Gaston, Nelson and Schermer. Against: Councilmen Boone and Poser. Motion carried.

Background

Creating a Vision and Plan for Improved Parking And Active Transportation

Fairhope, Alabama



Next Steps

Fairhope, Alabama
Opportunities for Active Transportation

Shared Short- to Long-Term Policies & Plans

Based on the workshops, walking audit and other events the following key policies/plans emerged to support (over time) strengthening all spaces in downtown Fairhope.

Create and Adopt a Parking Management Plan

Review this plan and have existing downtown working groups secure support from all business leaders (retail and building owners) to agree to create place out of this alley and court. Top Fairhope leaders already understand the key role of parking to help grow downtown in a meaningful way. Meanwhile, there are distractors who recall a time when parking was in abundance, and they seek a return to these days, where anyone could park anywhere at any time. A successful downtown seeks to have a downtown parking problem. Thriving shops and a vital working downtown require a parking master plan and high level management of parking as a scarce resource. This study was a quick master plan, and over time the ideas presented here, put in motion, will help explore added solutions.

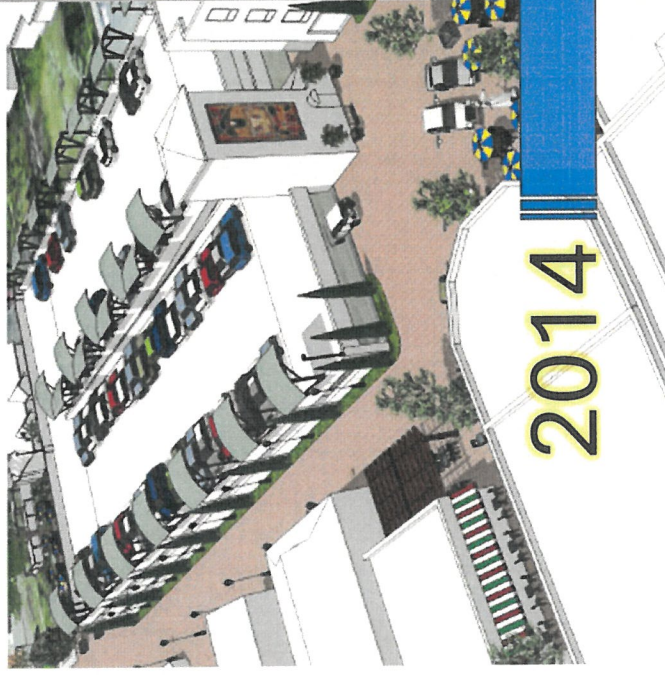
Create a workable downtown parking management plan, and gain compliance

Today many shop owners and staff take up the most convenient parking spaces in front of their own shop, or nearby. Many occupy these spaces many hours each day. Agreement is needed that these convenience parking spaces are to be managed, reserved primarily for shoppers. If spaces can be turned over 4-8 times per day, and especially in key locations 16 times a day, each parking space provides a value of up to \$200,000 per year.

Background



Creating a Vision and Plan for
Improved Parking And
Active Transportation
Fairhope, Alabama



Background



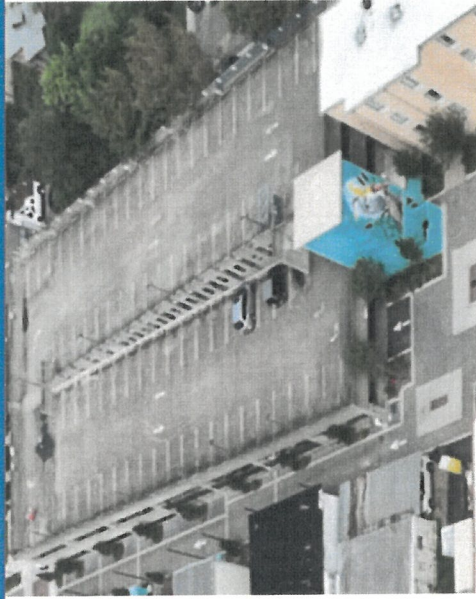
25 Vehicles Parked ~4 hours or more.

78-80 Vacant Spaces at 7AM,
10:30AM, and 2:00PM.

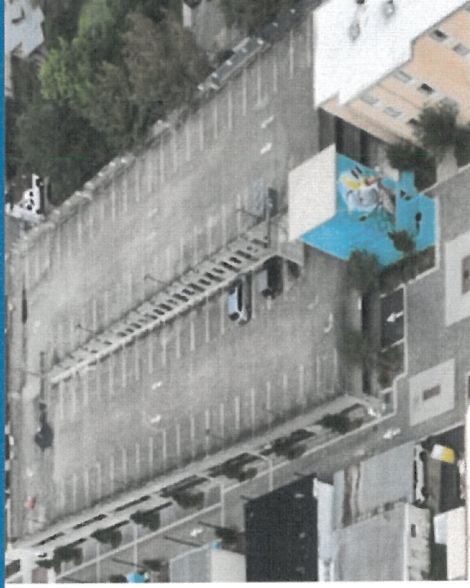
34 Public, 46 Hampton Inn

9/4/24; 10:30-2:00

Background



Wednesday: 9/4/24: 7:00AM



Wednesday: 9/4/24: 10:30AM



Wednesday: 9/4/24: 2:30PM



Friday: 4/27/24: 2:30PM



Friday: 8/30/24: 2:00PM

Background

City of Fairhope - Municipal Government
May 28, 2025

We hear you, Fairhope! Finding parking downtown can be tricky, but with numerous parking options and the downtown shuttle service, we've got you covered! Wheth—in Do Fairhope.... See more



32 3 15



Parking & Transportation

Park. Explore. Hop On.

Getting around downtown Fairhope is easy. Whether you're visiting for shopping, dining, events, or a stroll to the bay, you'll find convenient parking options and a free shuttle service designed to help you enjoy all that downtown has to offer.



DOWNTOWN PARKING

Free Parking in the Heart of Fairhope

Public parking is available at no cost throughout downtown Fairhope on a first come, first served basis. Visitors may park along downtown streets or use the free public parking garage located off North Church Street between Fairhope Avenue and Magnolia Avenue.

Parking in Fairhope

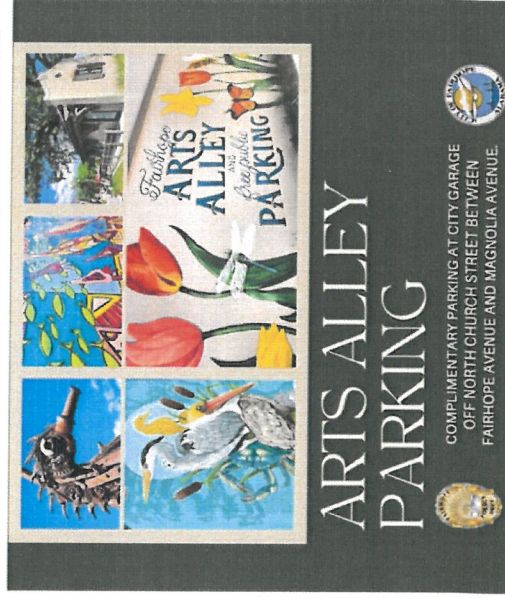


Fairhope has free parking!

There is parking along the streets of Fairhope and we also have the new public parking area in Arts Alley that is an easy walk to all the main shops in Fairhope.

Fairhope Police Department - Follow
May 18, 2024

Stop making the block in search of a parking spot downtown. The city's parking garage is free and centrally located in the middle of downtown! ... See more

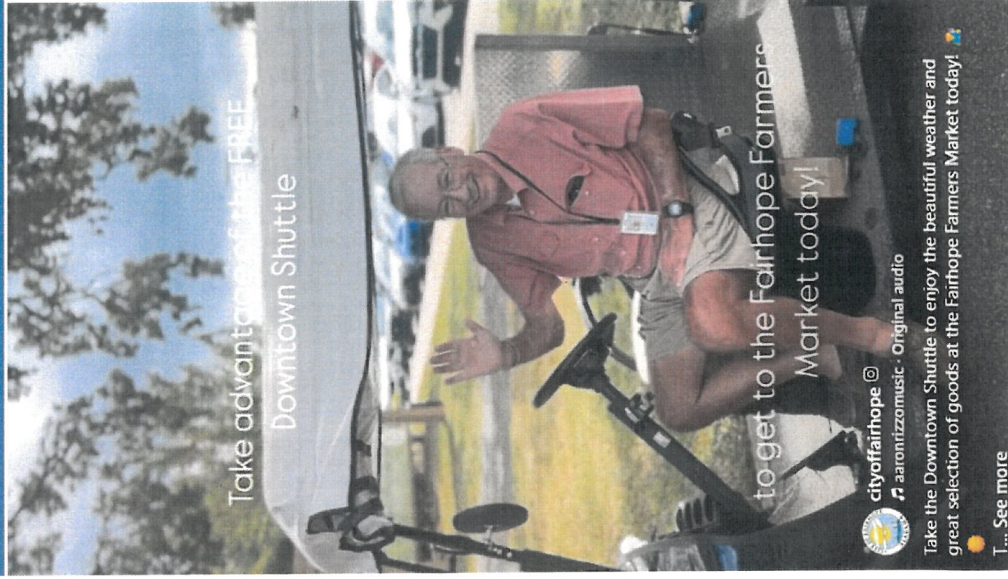


96 5 22

Public Outreach



Background



City of Fairhope has a new, free shuttle service to take visitors to various restaurants and businesses in the downtown district. You can park in the city's parking gar... See more



177 4 16

City of Fairhope · Municipal Government

Ready to hit the streets tomorrow? Our Fairhope Shuttle is all decked out for the holiday season as we get ready for tomorrow night's Lighting of the Trees at 5:30... See more



362 16 52

City of Fairhope · Municipal Government

Faces of Fairhope: Cynthia Williams ... See more



Public Outreach





Tuesday, July 7, 2026



Team



WALKER
CONSULTANTS

Jeremy Greenwald, AICP, TDM-CP
Jim Corbett, Director of Planning and Operations Services
Jack Casterella



HILTON HEAD ISLAND, SOUTH CAROLINA

Hilton Head Parking Study

Hilton Head is a coastal island community with approximately 40,000 residents and a robust tourism economy that brings

Logistics & Mobility Planning & Mobility



MERCER ISLAND, WASHINGTON

Mercer Island Parking Study

Walker Consultants and Data Solutions (Subconsultant) lead a major parking condition and management study for the City of

Planning & Mobility



BOULDER, COLORADO

City of Boulder Access Management and Parking Strategy Implementation

Boulder, Colorado is known for a high quality of life. Access through a variety of transportation and parking

Curb Management Planning & Mobility



DALLAS, FORT WORTH, METROPLEX, TEXAS

North Central Texas Curb Management Guide

Walker Consultants developed a regional curb management guidebook for the North Central Texas Council of Governments (NCTCOG), which

Curb Management



HUNTINGTON, INDIANA

City of Huntington Parking Study

The City of Huntington engaged Walker Consultants to deliver a parking study for the downtown. The parking study

Planning & Mobility



BEECHER HOLE, CITY OF ARIZONA

South Gondale Lot Parking Structure

The Town of Beesomaville required a solution to satisfy growing demand and increase the parking inventory in their

Operations & Technology Parking Design



SAN LUIS OBISPO, CALIFORNIA

San Luis Obispo Access and Parking Management Plan

An action plan of 25 recommendations that enhance core citywide goals. Walker Consultants led a comprehensive update of

Curb Management



ANN ARBOR, MICHIGAN

Downtown Curb Management Study

Walker worked with the Ann Arbor Downtown Development Authority to develop Ann Arbor, MI's first comprehensive curb management

Curb Management Planning & Mobility

Fairhope Downtown Parking Strategy

02/26/2026



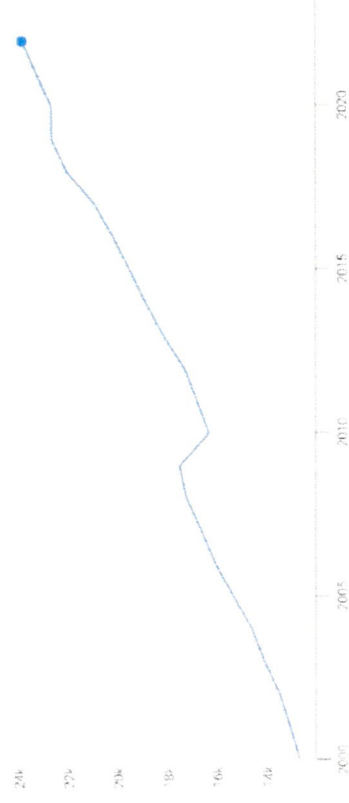
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Fairhope Today – Historical Growth

- 27,000 residents (2025)
- ~70% population growth since 2010 (7x national avg)
- Strong retiree and tourism economy

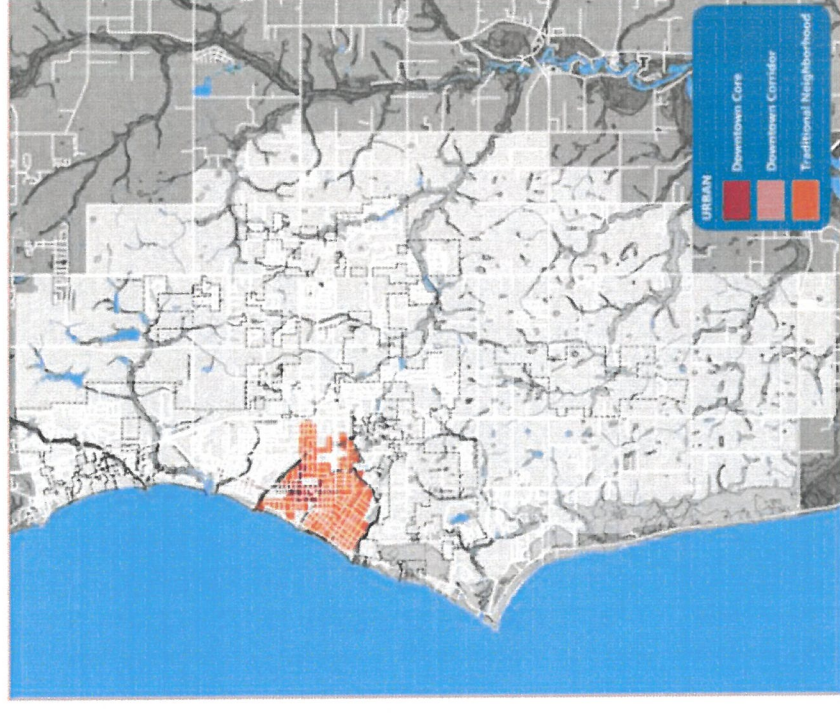
Fairhope, AL population from 2000 to 2022

Fairhope had an official estimated population of 23,859 on July 1, 2022



Source: U.S. Census Bureau Population Estimates Program

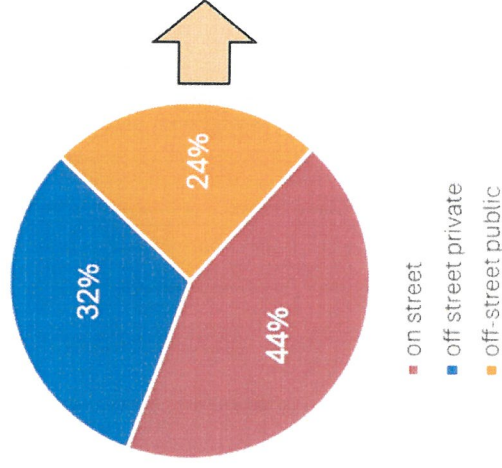
Neilsberg



Source: City of Fairhope Comprehensive Plan

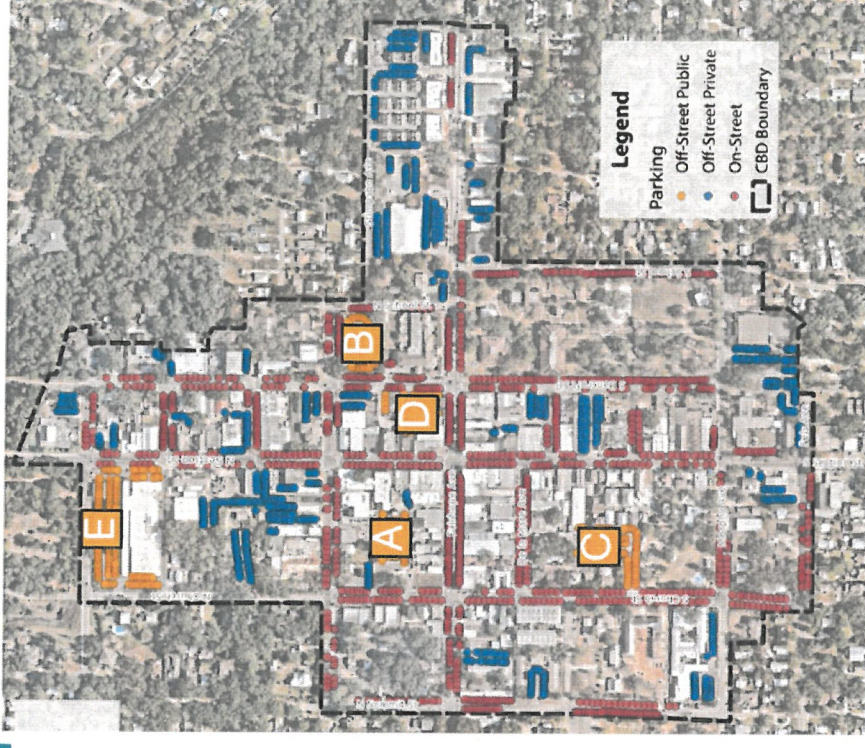
Fairhope Today – Parking

- ~2,600 parking spaces



Public Off-Street Parking		Spaces
A	Arts Alley Garage	250
B	Library Lot	51
C	Community Park	108
D	Museum of History	49
E	Civic Center Lot	184

- On-street parking is **heavily utilized**
- Off-street public parking is **underutilized**



Source: Walker Consultants

Fairhope Today – Operations

- Free on-street parking; off-street has few monthly parking contracts
- Limited enforcement or regulation of on-street parking
- Pine Street time-limited parking pilot (2024 – ongoing)
- On-demand golf cart shuttle service
- Wayfinding/placemaking projects in Arts Alley and other locations



Hours of Operation

Monday-Saturday

10 a.m. – 4 p.m.



Source: Fairhoppers Instagram

Stakeholder Feedback – What We Heard

Better parking
turnover for
customers

Parking code is a
hindrance to
development

On-street parking
should be free for
visitors

Growth needs to
pay its fair share

Can we leverage
church parking
lots?

Shuttle can be
improved

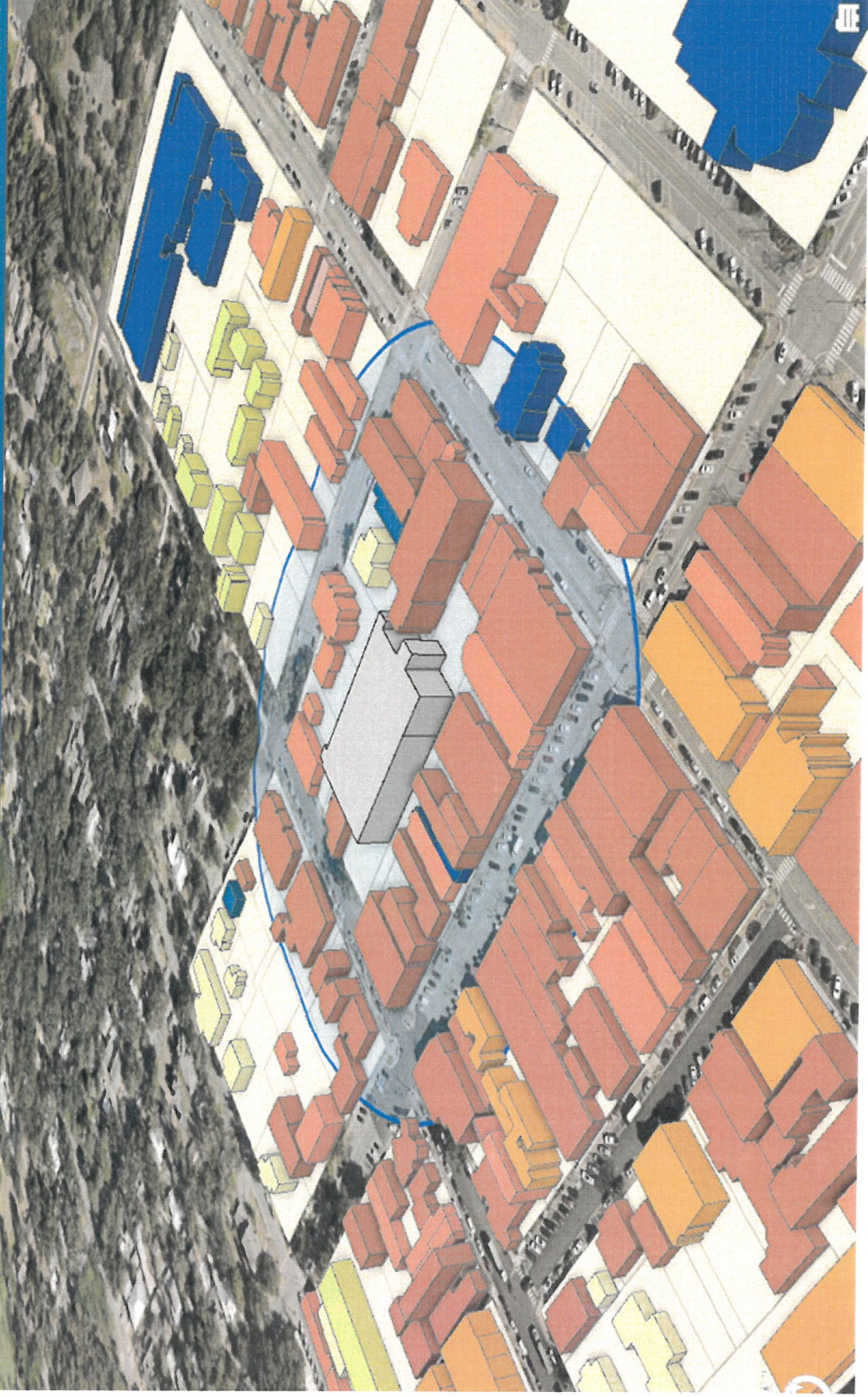
Need a coordinated
marketing and education
campaign for off-street
parking awareness

Future Growth

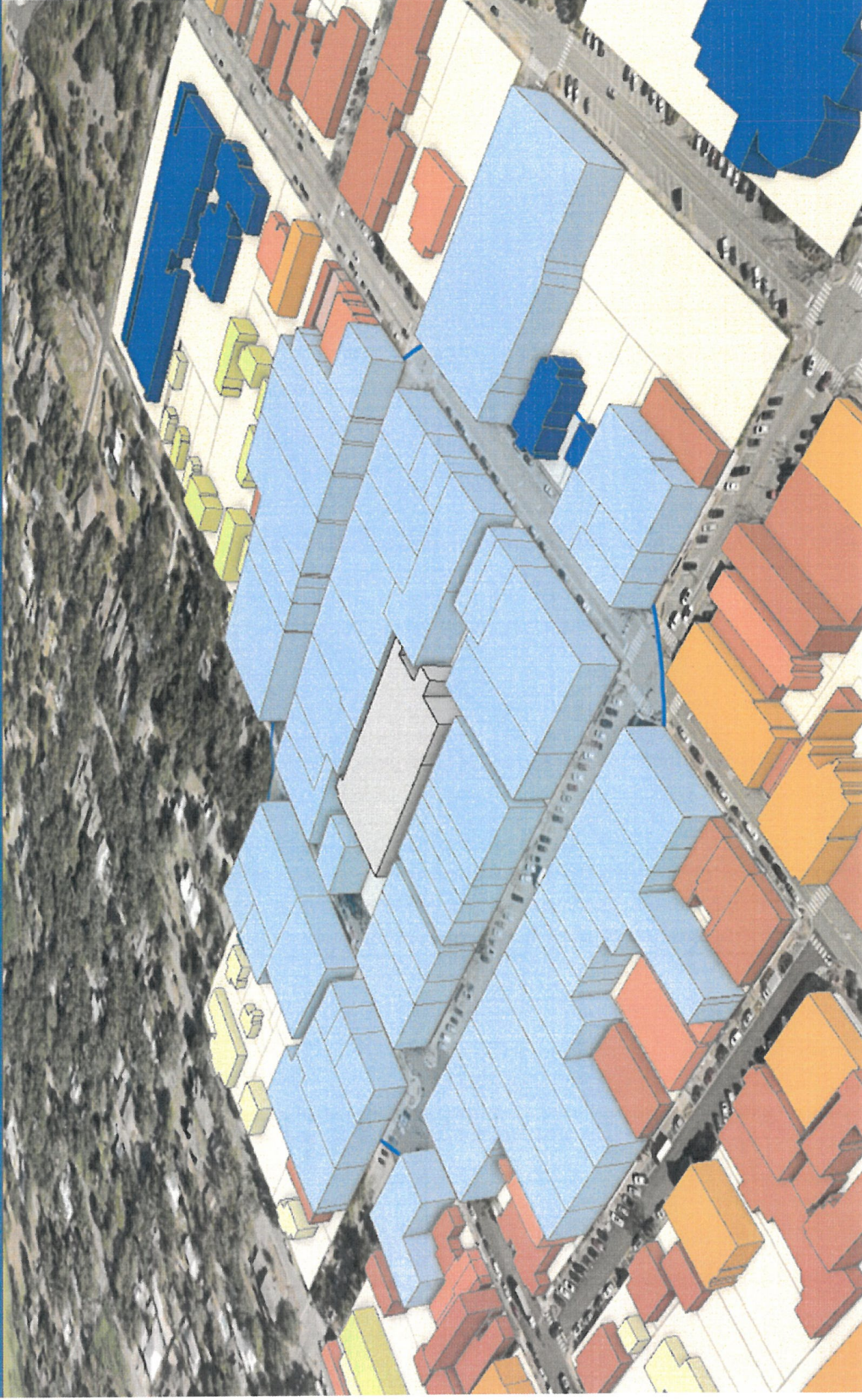
Background



Study Area:
Approximately 440,000 SF
Approximately 1 Parking
Space/1,000SF (1,035 to be
exact)



Background



Study Area:

What would happen if the same properties each maximized their square footage:

Approximately 1,456,000 SF

At a 1 Parking Space/1,000 SF, we would need 1500 Spaces to maintain the same level of service.

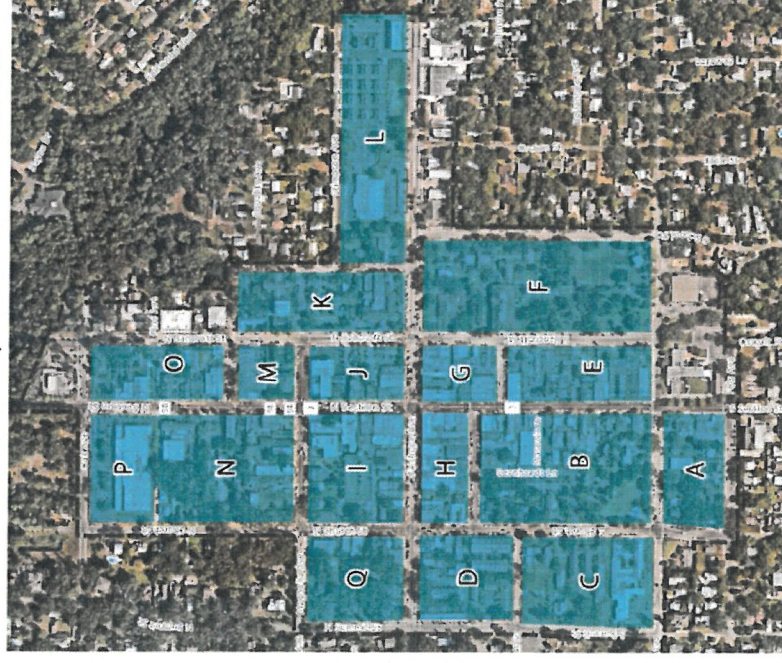
1,075 NEW spaces

Development Growth Scenarios

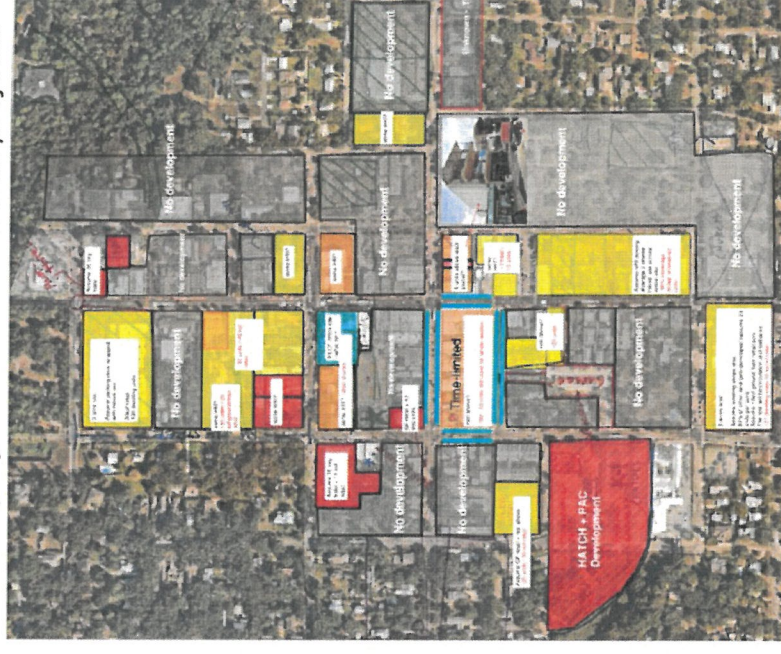
Roundtable with City leadership



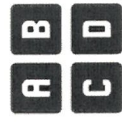
Consider development at block level



Inform projections from known projects



Growth Projection Methodology



1. Block-Level Examination
 - 17 primary blocks in downtown
 - Land use, currently available parking, total acreage



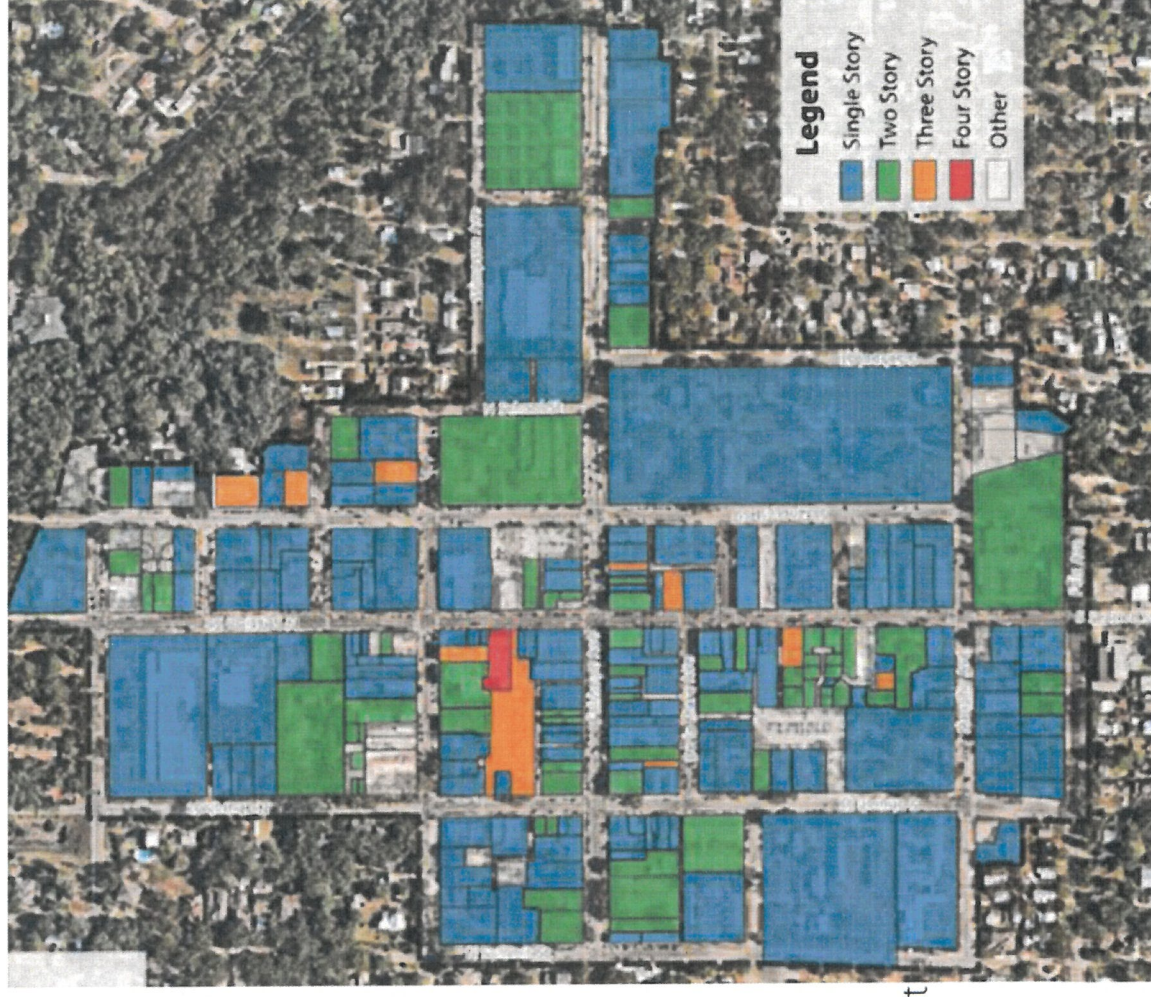
2. Growth Analysis
 - Assign as no, low, or high growth for each block



3. Development Type Projection
 - Land use(s) expected to occupy each block
 - Based on current land use(s), undeveloped acreage, existing building stories



4. Determine Parking Need
 - Industry-standard ratios for new development
 - Projected loss of existing parking from densification

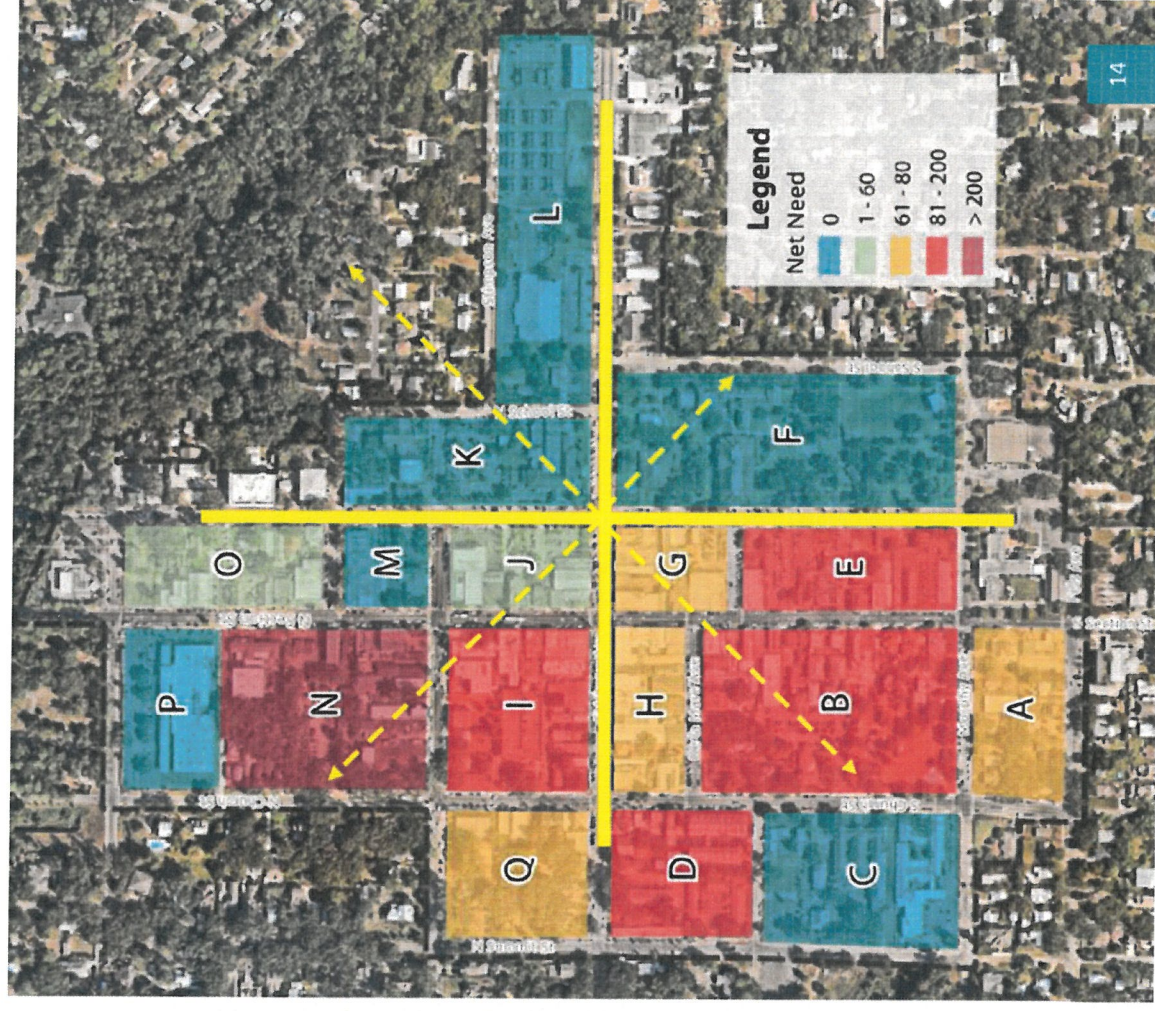


Parking Impacts

Block ID	Growth Scenario	Available Land (sf)	New Resi (units)	New Office (sf)	New Retail / F&B (sf)	Parking Spaces Lost	Projected New Demand	Other New Demand	Net Need
A	Low	49,801	9	1,715		39	19		58
B	High	106,974	49			34	74		108
C	None	41,524							
D	Low	60,589	4			34	6	71	111
E	Low	73,519	14	2,532		75	28		103
F	None								
G	High	17,257	8		4,160	32	33		65
H	High	29,444	14		7,097	7	56		63
I	High	49,635	23	8,546	1,709	37	68	78	183
J	High	23,830	9	1,641		28	18		46
K	None	47,508							
L	None	285,509							
M	None	38,367							
N	Low	132,699	24	6,854		102	57	123	282
O	None	54,246						32	32
P	None								
Q	None	33,864						73	73
Total			153	21,288	12,966	388	359	377	1,124

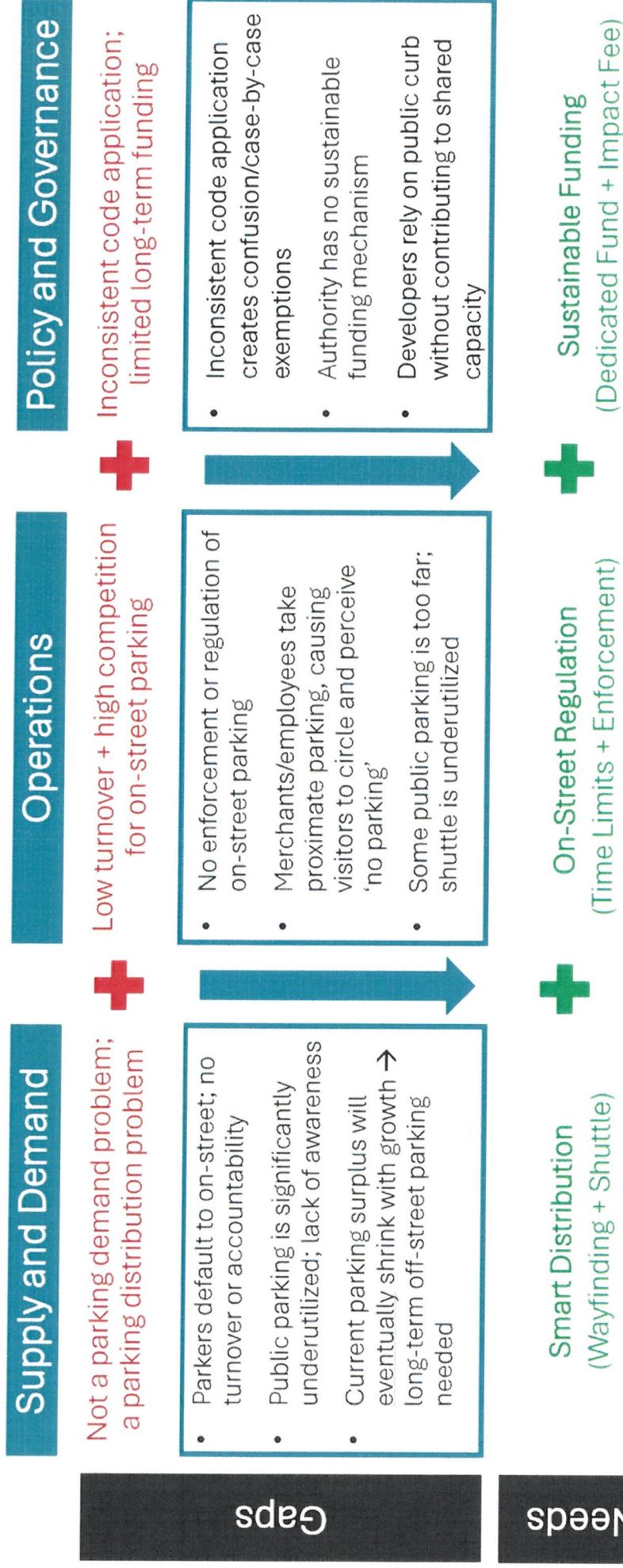
An additional **500 – 700 spaces** could be necessary as Fairhope continues to grow*

*Uses broad assumptions regarding current parking utilization and redevelopment activities; needs further study and validation



Summary of Gaps and Needs

Gaps and Needs



Recommendations

Immediate Term (0 – 6 months)

Smart Distribution

- Launch a “Park Once” PR campaign
- Continue improving wayfinding to/from public parking

On-Street Regulation

- Expand Pine Street 2-hour pilot to core CBD retail streets surrounding Block H
- Implement monitoring and enforcement (education based for 90-120 days; then citations)
- Parking remains FREE across Fairhope

Sustainable Funding

- Establish a dedicated Parking Authority Enterprise Fund (ordinance change)
- Study viability of creating “Parking Fees” → ‘growth pays its fair share’

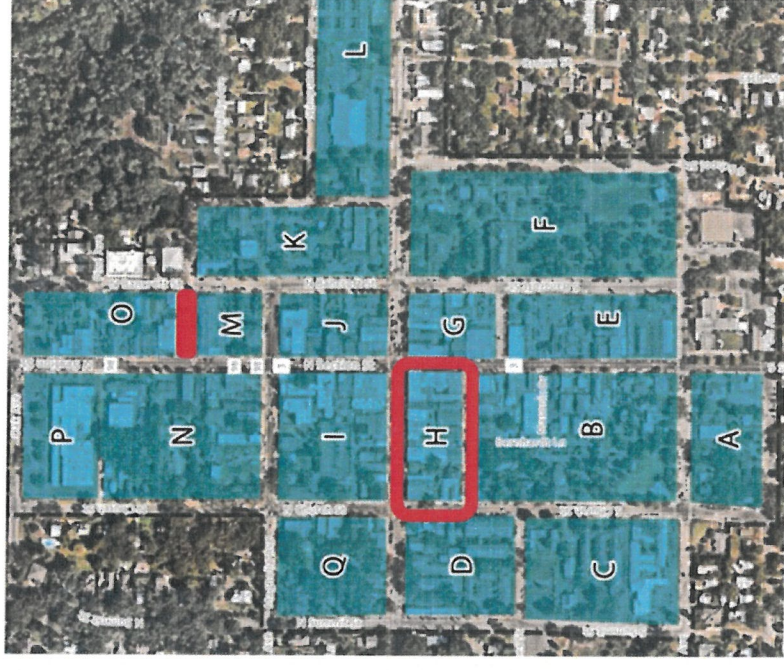
Outcomes



Turnover



Garage use



Near Term (6 – 24 months)

Smart Distribution

- Convert on-demand shuttle to fixed-route downtown circulator (peak hours; connect public lots to core destinations)
- Monitor and adjust routes based on usage, growth zones, public feedback

On-Street Regulation

- Expand time limits to additional blocks if monitoring warrants
- Implement roving LPR enforcement; increase citation amounts to deter noncompliance
- Parking stays FREE

Sustainable Funding

- Adopt “Parking Fees” for new development (ordinance) → *next slide*

Outcomes



↓ Congestion



↑ Park Once



Adopt "Parking Fees"

Stakeholders emphasized that they want ‘growth to pay its *fair share*’ when it came to parking.

A Parking Fee would:

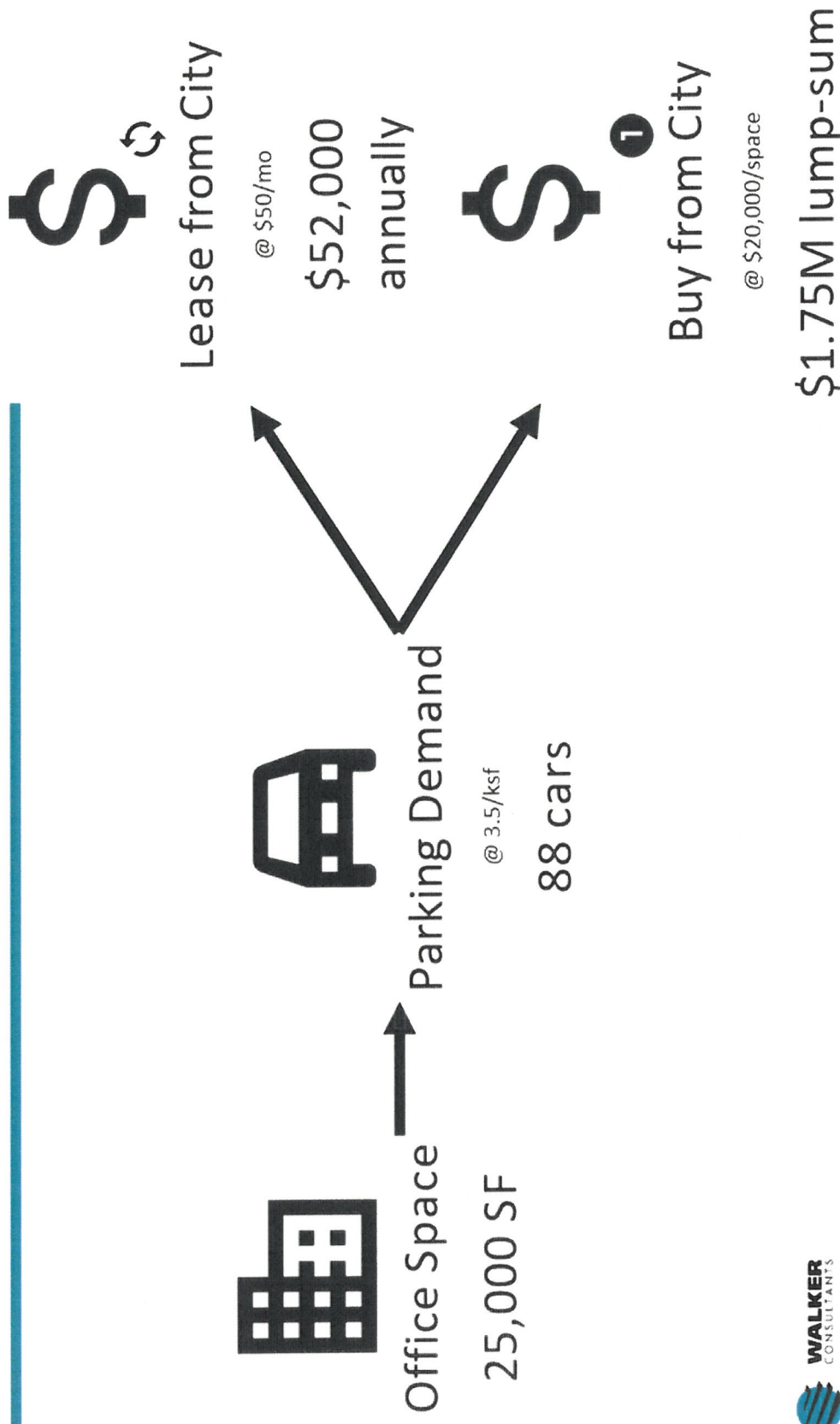
- Build on existing transportation impact fees
- Provide voluntary options for developers.
- Generate revenue that flows to Parking Authority Enterprise Fund for parking & streetscape improvements

Developers have the following parking options:

- 1) Developer can provide their own parking; parking study required and approved by Planning Staff
- 2) Developer can lease parking from Parking Authority; shared parking guidelines apply; ongoing agreement with recurring payments at market rate
- 3) Developer can pay one-time Parking Impact Fee; lump sum contribution to Parking Authority Enterprise Fund to offset demand on Authority parking assets

- Parking fee varies depending on estimated parking demand/type
- Reductions can apply for adaptive reuse, pedestrian infrastructure, historic preservation, etc.)

Parking Fee Financial Example



Long Term (as needed)

Smart Distribution

- Expand circulator as needed

On-Street Regulation

- Expand time-limits when demand warrants (*block faces reach 85% occupancy regularly; low turnover; or high level of cruising*)
- Consider studying paid parking implementation
- Consider employee remote park and ride with church lots

Sustainable Funding

- Issue Parking Authority revenue bonds (backed by enterprise fund)
- Pursue Public-Private Partnerships for new garage (Arts Alley deal structure)
- Deliver new structured parking as needed (yellow)

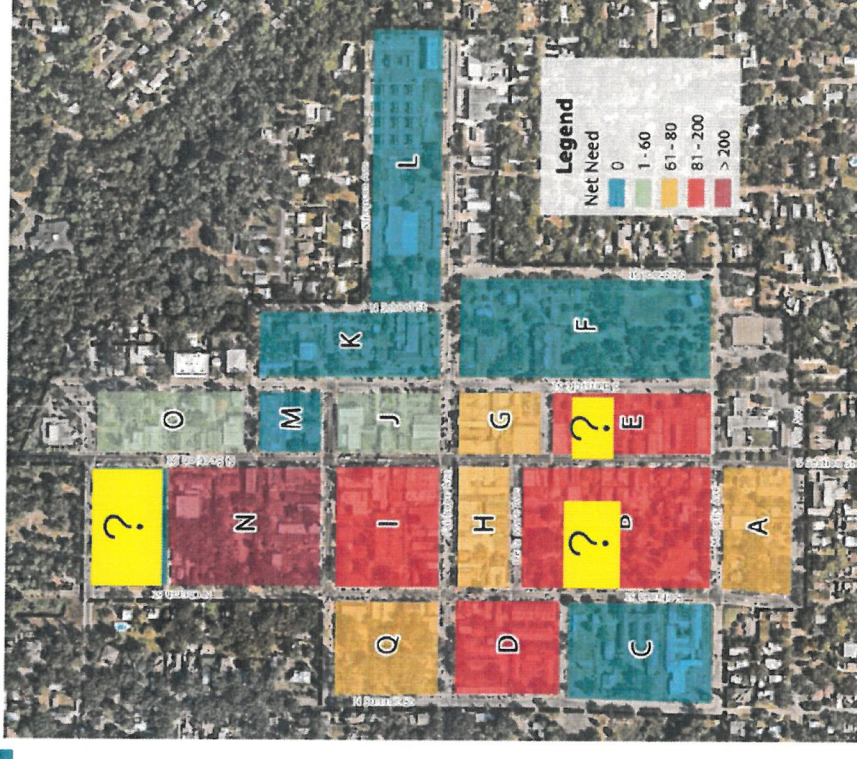
Outcomes



Availability



Density



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Access
To Lots
Should
Be Heavily
Considered.

City of Fairhope
General Fund
FY2027 Revenue Projections

001	General Fund		FY2023	FY2024	FY2025	6/30/2025	6/30/2026	FY2026	Budget	Projections	Explanations
Object	Description		Actuals	Actuals	Actuals	Actuals	Actuals				
REVENUES											
40030	Real Estate Taxes		7,494,699	8,953,083	10,094,316	10,054,980	10,743,176	10,698,038		11,607,436	Revenue Commissioner Provided (\$11,966,429 budget 97%)
40040	Automobile Taxes		1,149,511	1,181,763	1,269,034	777,192	800,029	1,252,669		1,332,485	5% increase from FY2025 (2.5% increase)
	Total Property Taxes		8,644,210	10,134,846	11,363,350	10,832,172	11,543,205	11,950,707		12,939,921	
40160	City Sales Tax		10,116,381	10,260,245	10,644,148	7,154,353	7,427,855	10,875,859		11,176,355	5% increase from FY2025 (2.5% increase)
40162	SSUT INCOME		1,628,226	1,857,537	2,102,997	1,398,028	1,577,644	2,043,290		2,313,297	10% increase from FY2025 (5% increase)
40163	City Sales Tax-Police Jurisdiction		1,079,973	1,232,183	1,272,429	825,458	853,593	1,306,114		1,336,051	5% increase from FY2025
40164	Seller Use Tax		1,508,574	1,569,397	1,571,692	1,057,500	1,180,711	1,663,560		1,650,276	5% increase from FY2025 (2.5% increase)
40165	Seller Use Tax-Police Jurisdiction		267,609	244,393	256,201	174,509	173,467	259,057		269,012	5% increase from FY2025 (2.5% increase)
40166	Consumer Use Tax		195,947	151,540	311,960	251,284	101,730	260,000		327,558	5% increase from FY2025 (2.5% increase)
40167	Consumer Use Tax-Police Jurisdiction		18,913	20,256	22,573	14,892	32,214	21,472		23,702	5% increase from FY2025 (2.5% increase)
40170	Beer Tax		305,666	302,515	306,782	199,913	195,486	305,177		306,800	Flat from 2025
40175	Beer Tax-Police Jurisdiction		34,170	33,868	33,387	21,330	21,425	35,000		33,400	Flat from 2025
40180	Wine Tax		57,081	55,143	52,895	36,109	35,764	57,500		53,000	Flat from 2025
40185	Wine Tax-Police Jurisdiction		455	413	404	268	279	465		404	Flat from 2025
40190	Liquor Tax		187,566	227,606	297,012	192,805	198,933	248,000		297,000	Flat from 2025
40195	Liquor Tax-Police Jurisdiction		47,822	43,924	39,866	25,007	28,543	43,000		40,000	Flat from 2025

**City of Fairhope
General Fund
FY2027 Revenue Projections**

001	General Fund		FY2023	FY2024	FY2025	6/30/2025	6/30/2026	FY2026	Budget	FY2027	Explanations
Object	Description	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals		Projections	
40210	Dog Tax	40	55	26	19	21	40	26	40	26	Flat from 2025
40220	Cigarette Tax	48,067	40,724	37,394	24,602	23,900	40,724	37,400	40,724	37,400	Flat from 2025
40225	Cigarette Tax-Police Jurisdiction	50,483	53,844	54,715	36,281	22,501	53,844	54,700	53,844	54,700	Flat from 2025
40230	Lodging Tax	676,574	658,524	800,502	506,514	635,133	710,000	840,527	710,000	840,527	5% increase from FY2025
40235	Lodging Tax-Police Jurisdiction	1,108,022	1,104,718	1,196,653	699,276	778,565	1,171,002	1,256,485	1,171,002	1,256,485	5% increase from FY2025
	Total Local Taxes	17,331,571	17,856,884	19,001,637	12,618,149	13,287,763	19,094,104	20,015,993			
40310	Business Lic-Inside City	2,825,156	3,073,856	3,352,971	3,260,679	3,430,942	3,376,393	3,520,620	3,376,393	3,520,620	5% increase from FY2025
40315	Business Lic-Police Jurisdiction	153,879	173,131	212,431	203,112	250,239	210,250	223,052	210,250	223,052	5% increase from FY2025
40325	Registration Fees-Solicit	700	400	300	300	-	400	400	400	400	Flat
40330	Parade/Misc Permit Fees	12,962	9,407	17,291	1,959	7,332	9,500	13,000	9,500	13,000	Average 3 years
40350	Building Permits	1,343,487	838,135	1,183,854	975,709	760,524	900,000	900,000	900,000	900,000	Same as FY2026 budget
40360	Inspection Fees	517,566	259,910	470,769	418,394	238,577	465,000	418,000	465,000	418,000	Average 3 years
40370	Misc Bldg Dept Fees/Fines	340,144	137,994	117,222	88,701	111,211	175,000	114,000	175,000	114,000	Average 3 years
40375	Planning-Misc Revenue	400	350	500	350	850	500	500	500	500	Flat
40377	Subdivision-Inside City	72,550	178,786	101,962	94,325	76,811	150,000	118,000	150,000	118,000	Average 3 years
40378	Site Plan Approval	500	1,000	4,500	4,000	9,485	1,000	9,500	1,000	9,500	FY2026 amount
40379	Board of Adjustment Apps	3,560	5,422	6,277	5,142	5,233	3,300	5,080	3,300	5,080	Average 3 years
40380	Rezoning Applications	7,140	5,282	10,071	8,372	8,070	7,140	7,500	7,140	7,500	Average 3 years
40385	State of AL Commercial Fee	118,057	34,724	65,194	60,335	32,497	72,000	72,000	72,000	72,000	Based on expense pass-through
40390	Insurance Co. Franchises	407,116	492,986	557,752	542,478	444,305	500,000	500,000	500,000	500,000	Flat
40400	Cable TV Franchise	270,616	221,372	204,565	156,344	144,507	250,000	205,000	250,000	205,000	Flat from 2025
40410	Franchise Fees-City Prop	2,416	4,286	5,114	1,016	7,821	4,000	5,100	4,000	5,100	Flat from 2025
40415	Utility Franchise Fees	217,554	252,677	265,119	265,119	279,092	265,119	279,100	265,119	279,100	Flat from 2026

City of Fairhope
General Fund
FY2027 Revenue Projections

001	General Fund		FY2023	FY2024	FY2025	6/30/2025	6/30/2026	FY2026	Budget	FY2027	
Object	Description		Actuals	Actuals	Actuals	Actuals	Actuals	Actuals		Projections	Explanations
	Total Licenses and Permits		6,294,952	5,689,718	6,575,892	6,086,334	5,807,496	6,389,602		6,390,852	
40540	Fines Forfeitures & Fees		251,346	243,897	187,172	129,804	120,946	210,000		187,000	Flat from 2025
	Total Court Revenue		292,011	280,773	187,172	158,026	120,946	210,000		187,000	
40590	Annual AL Liq Tax Allocation		18,323	20,427	17,741	147	2,176	20,427		18,800	Average 3 years
40600	Liquor Tax-Monthly Revenue		88,479	84,424	107,683	74,016	74,693	85,000		93,000	Average 3 years
40610	Fin Inst Excise Tax		486,822	294,609	333,112	118,012	104,799	250,000		314,000	Average 2 years
40620	Motor Veh Lic & Reg Fees		6,523	6,892	6,764	4,677	4,690	7,099		6,700	Average 3 years
40630	Oil Prod Privilege Tax		6,087	6,510	4,408	2,370	766	6,705		5,600	Average 3 years
41695	Severance Tax - Gas & Oil		15,672	12,153	10,709	5,412	-	11,000		12,800	Average 3 years
	Total State of Alabama		621,906	425,015	480,417	204,634	187,124	380,231		450,900	
40650	State Grants		5,200	-	43,000	43,000	-	-		-	
40780	Grant - Police Dept		300,000	362,851	360,000	252,851	135,653	350,000		360,000	Per agreement
40815	Mosquito Control Revenue		24,960	29,812	29,812	29,812	29,812	29,812		29,812	Per agreement
40835	Federal Grants		58,489	157,897	348,618	(36,815)	(31,179)	211,200			Calculated based on grant expense
41336	Community/Special Project Grant		30,000	124,912	60,000	30,000	-	280,000			Per agreement
45520	Airport Grant Revenue		304,387	2,017,266	445,158	(141,917)	5,966,523	100,000		100,000	Calculated based on grant expense
	Total Grants		723,036	2,692,738	1,287,589	177,931	6,100,809	971,012		489,812	
40950	Interest-Bank Deposits		1,138,049	1,506,105	1,158,096	891,444	752,923	800,000		800,000	Flat from FY2026 budget
40960	Interest-Other		-	7,893	19,867	3,213	13,485	20,000		14,300	Airport LOC
40970	Lease-Municipal Pier		2,500	6,250	27,729	24,281	29,441	28,000		45,000	Based on FY2026
40980	Rent - Farm		9,975	9,975	9,975	9,975	9,975	9,975		9,975	Per agreement
41020	Rent - Faulkner		1	1	1	1	1	1		1	Per agreement
41040	Rent - USA		25,000	25,000	27,500	-	-	27,500		27,500	Per agreement

**City of Fairhope
General Fund
FY2027 Revenue Projections**

001	General Fund		FY2023	FY2024	FY2025	6/30/2025	6/30/2026	FY2026	Budget	Projections	Explanations
Object	Description	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals			
41060	Rent - Civic Center	49,008	61,499	77,436	69,347	71,167	75,000	77,500	75,000	77,500	Flat from 2025
41070	Rent - Nix Center	37,461	34,539	28,642	20,748	20,725	35,000	28,600	35,000	28,600	Flat from 2025
41080	Rent - Park/Sidewalk Areas	17,469	19,225	11,955	3,180	18,975	2,180	12,000	2,180	12,000	Flat from 2025
	Total Interest and Rents	1,279,463	1,670,486	1,361,202	1,022,189	916,692	997,656	1,014,876			
41250	Utility Collections Fees	1,331,495	1,355,851	1,574,824	1,181,118	1,612,319	1,670,630	1,700,000	1,670,630	1,700,000	Placeholder (calculated based on expense)
41260	Admin Services - Utilities	2,733,078	2,917,049	3,400,180	2,550,135	2,874,768	4,312,153	4,500,000	4,312,153	4,500,000	Placeholder (calculated based on expense)
	Total Charge for Services	4,064,573	4,272,900	4,975,004	3,731,253	4,487,087	5,982,783	6,200,000			
41310	Memberships	26,745	28,700	34,046	23,721	27,596	26,000	35,748	26,000	35,748	5% increase from FY2025
41315	Donations	2,274	1,598	436	280	541	1,300	1,000	1,300	1,000	Average 2 years
41320	Dance Revenue	4,290	3,679	2,022	1,112	1,066	3,000	2,050	3,000	2,050	Flat from 2025
41325	Instruction	281	-	-	-	131	1,000	130	1,000	130	Flat from 2026
41335	Misc Rev - Special Services	1,523	1,309	716	576	704	1,000	700	1,000	700	Flat from 2025
	Total Adult Recreation	35,113	35,286	37,220	25,689	30,037	32,300	39,628			
41745	Rec Dept Memb/Pass	440,752	488,528	477,688	358,521	270,413	450,000	477,000	450,000	477,000	Flat from 2025
41910	Rec Dept Pool Memberships	22,165	19,285	20,095	14,975	6,947	23,500	20,000	23,500	20,000	Flat from 2025
41940	Rec Dept Miscellaneous	843	1,360	1,640	1,270	263	1,360	1,200	1,360	1,200	Average 3 years
41945	Recreation Field Rental	59,942	92,163	85,613	77,209	84,142	75,000	85,600	75,000	85,600	Flat from 2025
41955	Tennis Memberships	27,534	25,249	24,723	19,325	19,651	25,000	25,000	25,000	25,000	Flat from 2025
41960	Miscellaneous Tennis Revenue	22,999	17,489	22,540	17,864	16,954	21,000	22,500	21,000	22,500	Flat from 2025
											Based on budget Cost of items with 1.25 markup
41965	Tennis Shop Sales	17,940	13,090	13,821	10,427	10,300	10,625	8,500	10,625	8,500	
	Total Rec Dept Revenue	592,175	641,423	651,818	505,351	416,145	606,485	639,800			

City of Fairhope
General Fund
FY2027 Revenue Projections

001	General Fund		FY2023	FY2024	FY2025	6/30/2025	6/30/2026	FY2026	Budget	FY2027	Explanations
Object	Description	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals		Projections	
41022	Pumpout Service	370	145	205	175	215	262	205	262	205	Flat from 2025
41025	Fairhope Docks Slip Rentals	168,046	230,965	241,534	185,166	184,516	245,000	242,000	245,000	242,000	Flat from 2025
41045	Marina Fuel Income	565,975	510,045	469,596	262,854	306,108	621,590	469,596	621,590	469,596	Flat from 2025
41055	Docks - Ship Store Sales	3,167	3,967	4,612	2,374	5,483	15,000	12,500	15,000	12,500	Based on budget Cost of items with 1.25 markup
	Total Marina Revenue	737,558	745,122	715,947	450,568	496,322	881,852	724,301			
44510	Memberships	203,270	190,826	195,577	128,277	107,737	195,000	199,500	195,000	199,500	Based on proposed rates
44520	Green Fees	286,469	307,482	321,823	242,891	246,898	300,000	373,450	300,000	373,450	Based on proposed rates
44530	Cart Rentals	475,362	475,922	478,132	365,563	352,731	475,500	507,500	475,500	507,500	Based on proposed rates
44540	Pro Shop Sales	113,794	121,019	115,956	75,837	82,082	118,000	116,000	118,000	116,000	flat from 2025
44545	Pro Shop Sales - Custom Order	12,261	32,240	19,218	11,261	14,593	21,000	19,200	21,000	19,200	flat from 2025
44550	Driving Range	86,311	95,156	127,284	88,505	97,599	115,000	146,800	115,000	146,800	Based on proposed rates
44560	Beverage Sales	103,813	94,866	100,286	78,245	80,360	97,000	104,300	97,000	104,300	4% increase from 2025
44570	Food Sales	94,746	95,745	97,177	72,753	77,169	91,000	101,000	91,000	101,000	4% increase from 2025
49020	Handicap Fees	5,235	5,095	6,400	5,510	6,940	5,400	10,850	5,400	10,850	Based on proposed rates
	Total Golf Revenue	1,381,262	1,418,352	1,461,853	1,068,842	1,066,108	1,417,900	1,578,600			
41230	Dog Pound Fees	1,280	1,167	590	325	750	500	590	500	590	flat from 2025
41610	Beach Revenue	15,220	19,580	12,585	6,480	6,275	14,600	15,800	14,600	15,800	Average 3 years
41705	Sale of Fixed Assets	157,523	80,518	46,251	40,799	18,483	80,000	46,000	80,000	46,000	flat from 2025
41755	Memorials	16,966	9,215	2,200	1,400	2,520	1,300	2,200	1,300	2,200	flat from 2025
41800	Donations	300	-	14,334	14,334	20,366	1,000	1,000	1,000	1,000	
49015	Insurance Dividend	-	-	-	-	-	20,000	-	20,000	-	
49030	Insurance Claim	224,048	72,209	63,653	63,653	419,010	-	-	-	-	
49035	Rebate Income	23,927	13,497	10,992	8,687	7,368	16,000	11,000	16,000	11,000	flat from 2025
49040	Miscellaneous Income	33,658	35,647	6,786	12,917	8,365	27,000	6,800	27,000	6,800	flat from 2025
49080	Community Dev Revenue	5,890	26,105	7,175	5,500	25,635	22,500	25,700	22,500	25,700	flat from 2026

**City of Fairhope
General Fund
FY2027 Revenue Projections**

001	General Fund		FY2023	FY2024	FY2025	6/30/2025	6/30/2026	FY2026	Budget	Projections	Explanations
Object	Description	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals			
49090	Inmate Phone Revenue	5,013	2,800	1,863	1,764	124			3,000	100	Contract changes
49092	McKesson Settlement Funds	929	23,993	7,717	26,037	94,067			100,946		Based on expense
49996	AR Cleaning	-	13,410	-	35,574	18,983			-	-	
49998	Budget Rollover	-	-	-	-	-			3,999,382	2,643,859	Placeholder (Revenue is calculated based on cost)
	Total Other Revenue	495,120	770,787	222,346	260,171	655,393			4,286,228	2,753,049	
49820	Natural gas fund	185,030	192,990	303,330	227,498	224,288			299,051	300,000	Placeholder (Revenue is calculated based on cost)
49830	Electric fund	499,803	507,077	508,150	381,113	546,776			729,035	730,000	Placeholder (Revenue is calculated based on cost)
49840	Water & sewer fund	290,324	290,324	292,155	219,116	267,503			356,670	360,000	Placeholder (Revenue is calculated based on cost)
49895	Transfers from Impact Fee Fund	155,744	69,090	45,619	-	-			2,316,103	2,830,443	(Revenue is calculated based on cost)
49897	Transfers from Correction Fund	-	-	-	-	-			100,000	170,000	(Revenue is calculated based on cost)
	Total Transfers	1,130,901	1,059,481	1,149,254	827,726	1,038,567			3,800,859	4,390,443	
	TOTAL REVENUE	43,623,850	47,693,810	49,470,700	37,969,036	46,153,696			57,001,719	57,815,175	