



Mayor & Council Work Session

September 16, 2025 at 3:30 P.M.



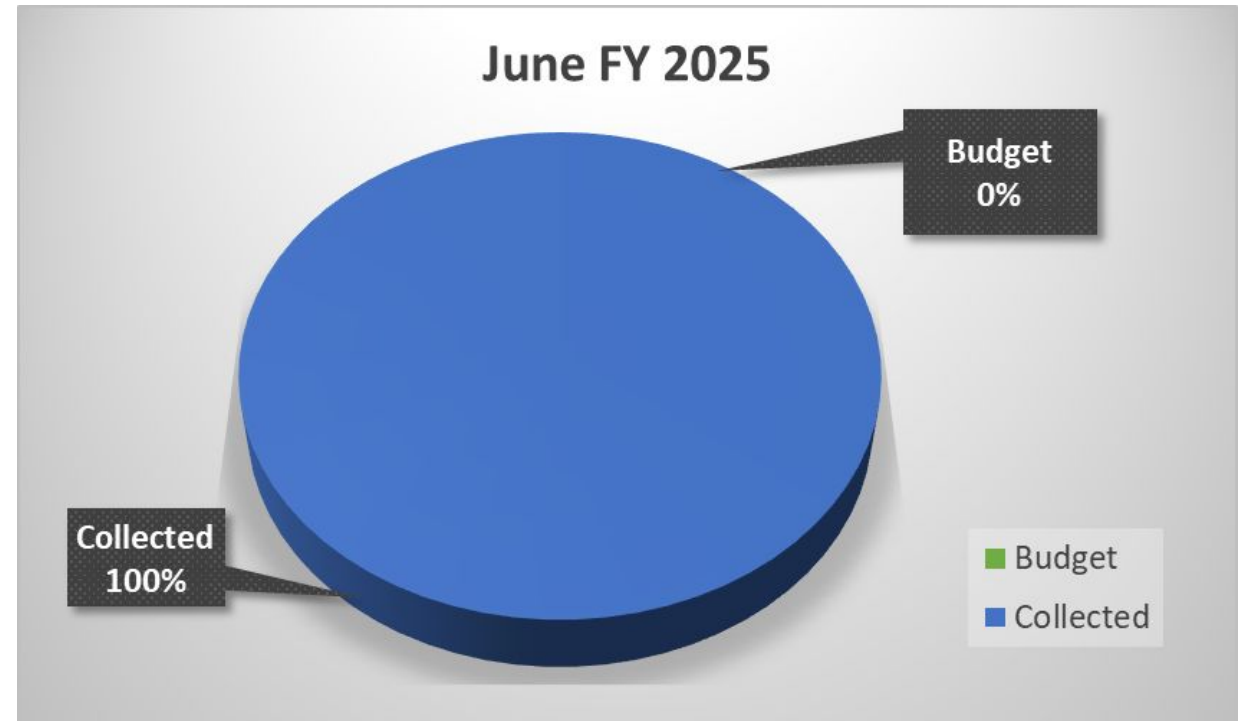
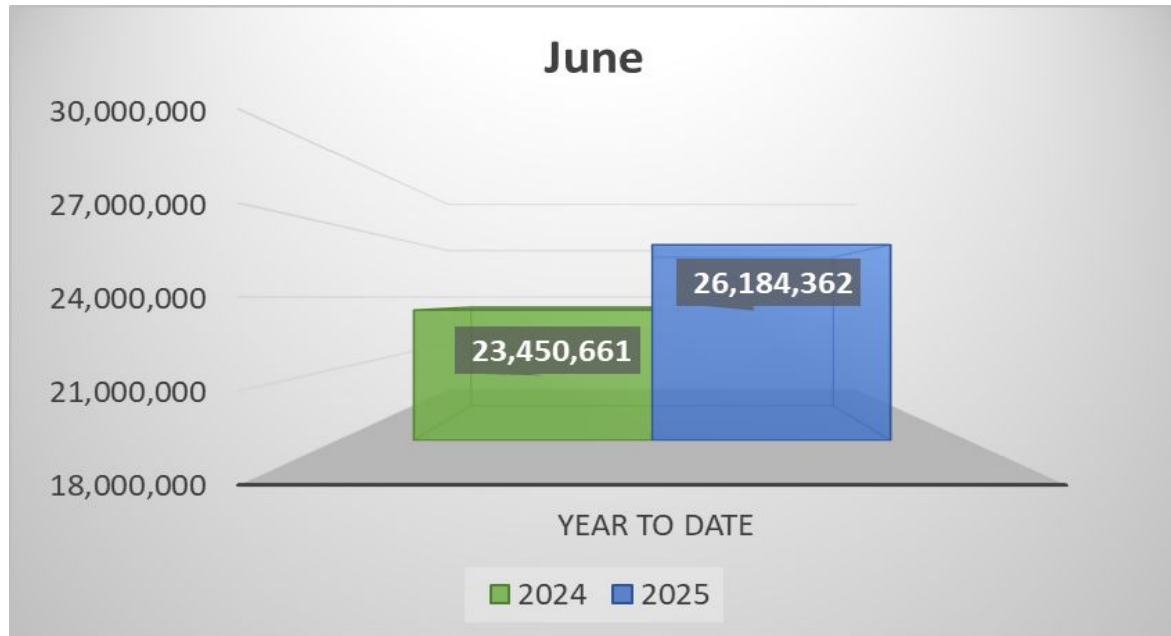
Agenda

1. Quarterly Financial Presentation
2. Banking Services
3. Massage Establishments and Salon Ordinance
4. GMA Land Transfer
5. Fire Station 3 Financing Proposals
6. Fire Service Fee

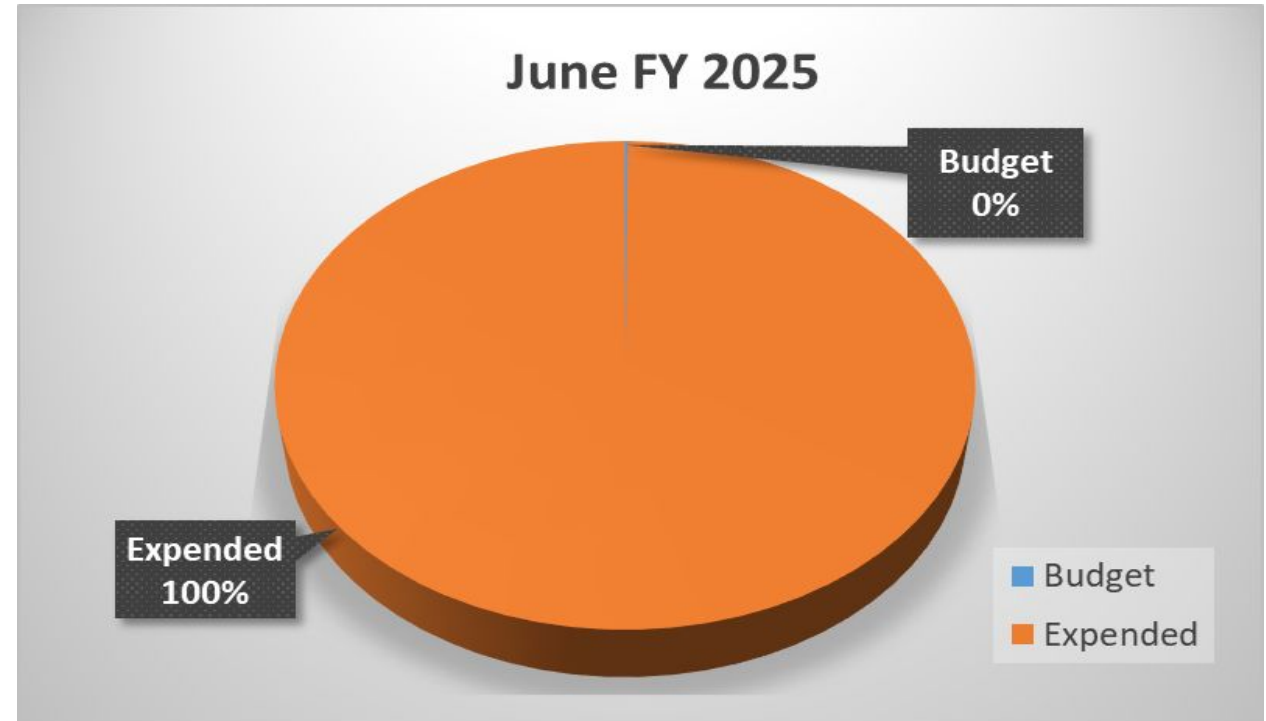
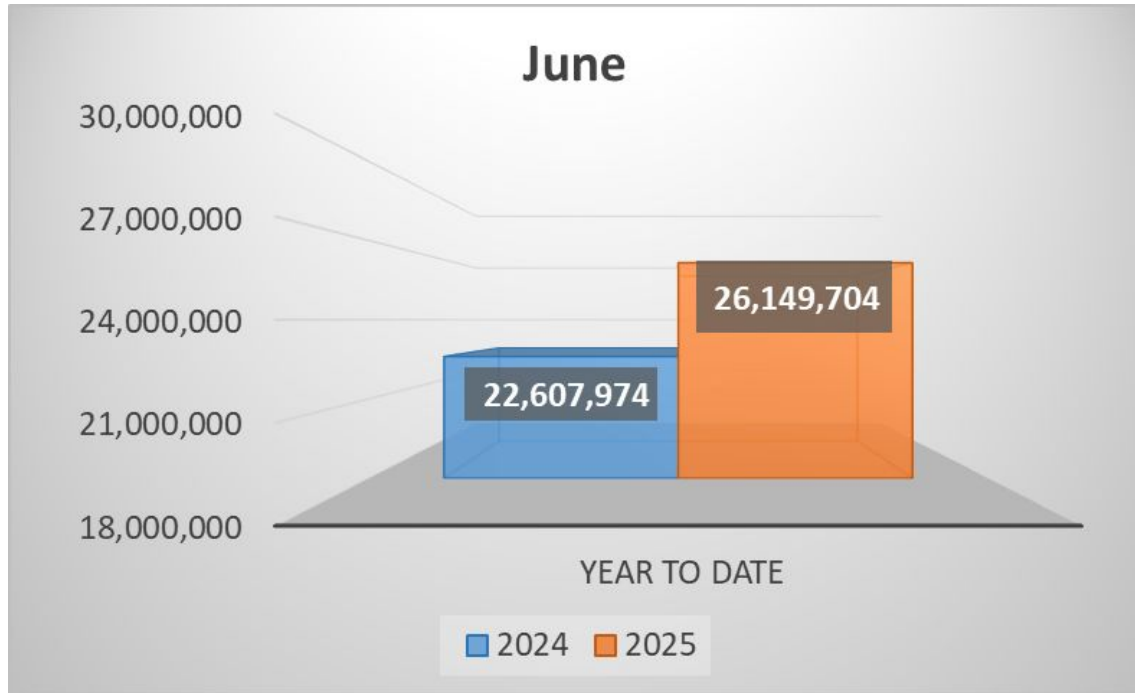
FY2025 Fourth Quarter Financial Update



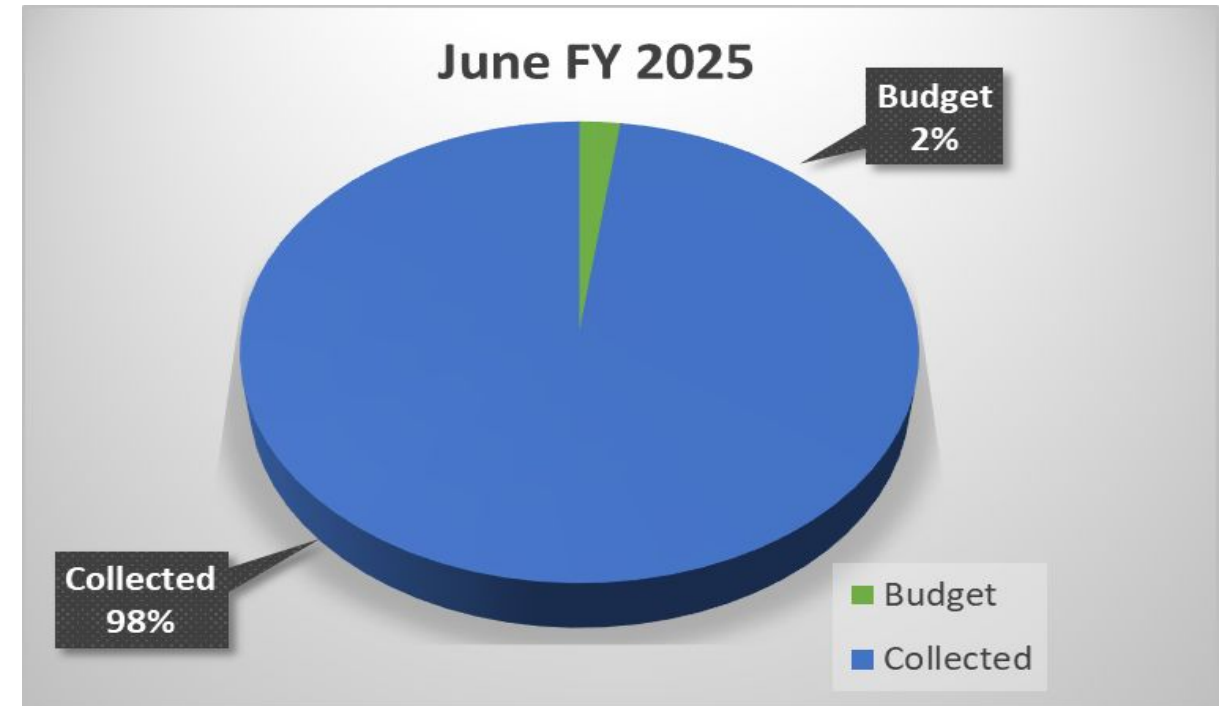
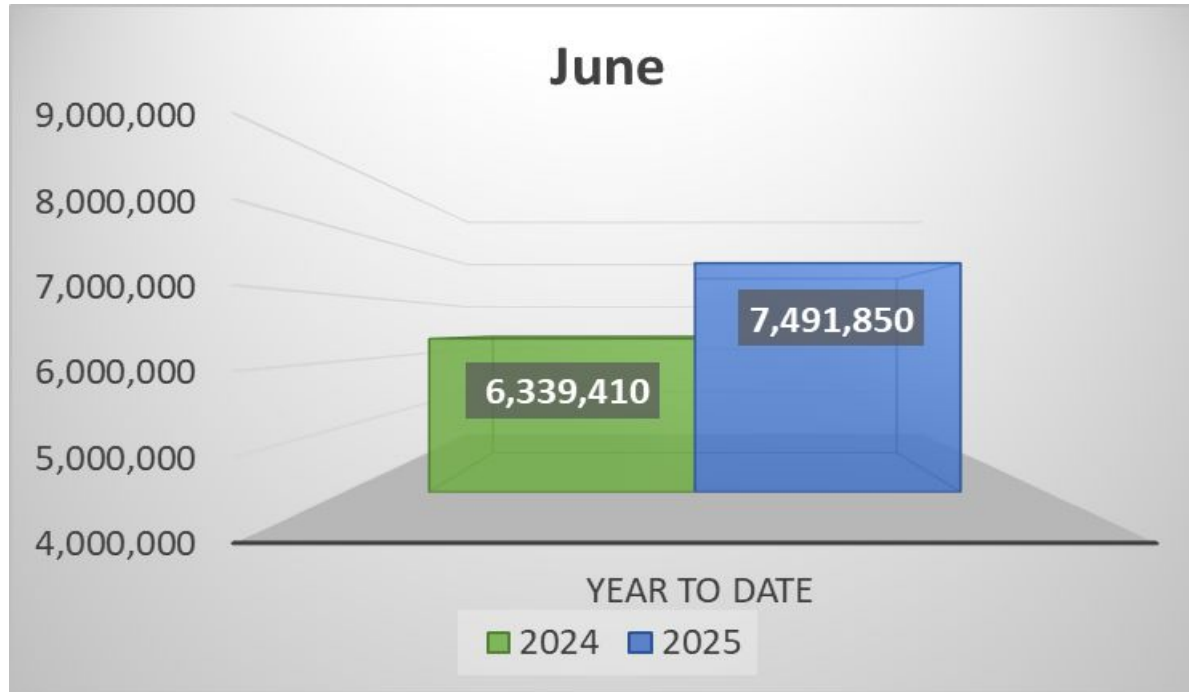
General Fund - Revenues



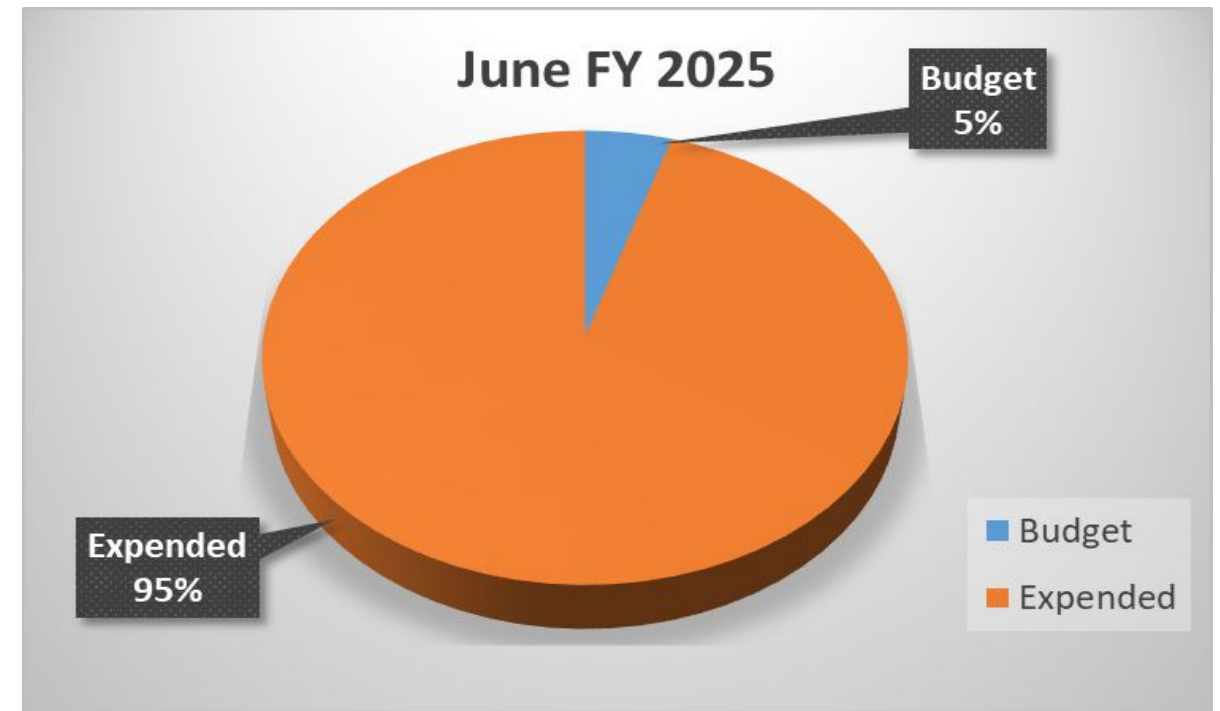
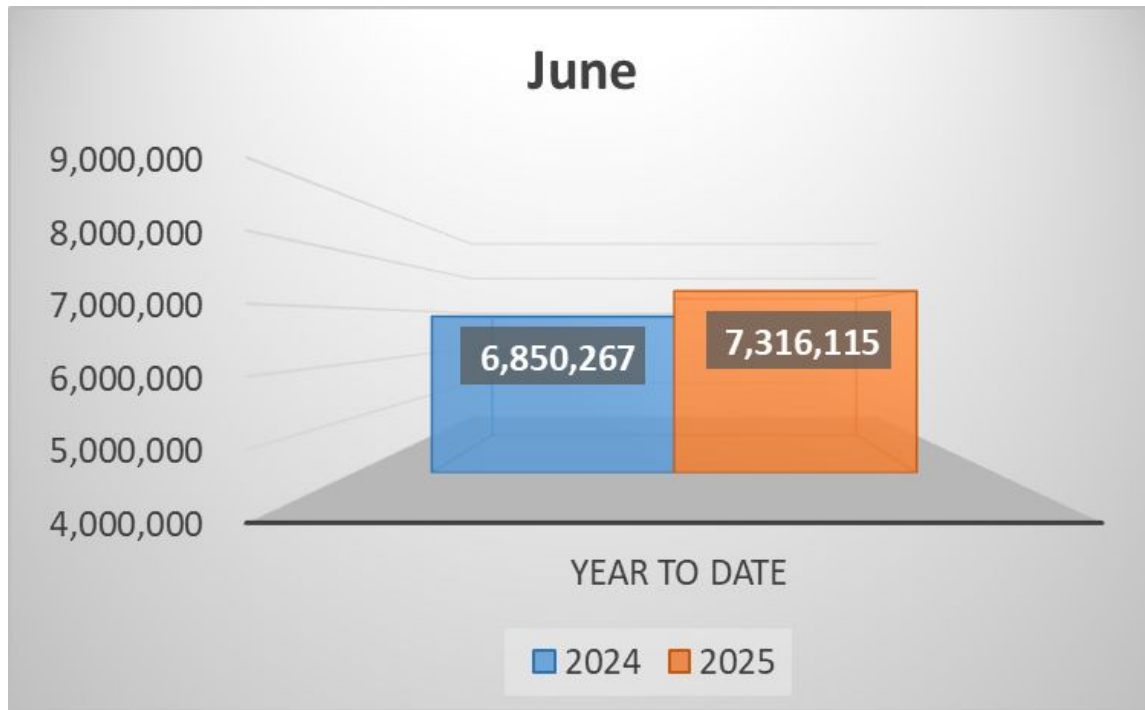
General Fund - Expenditures



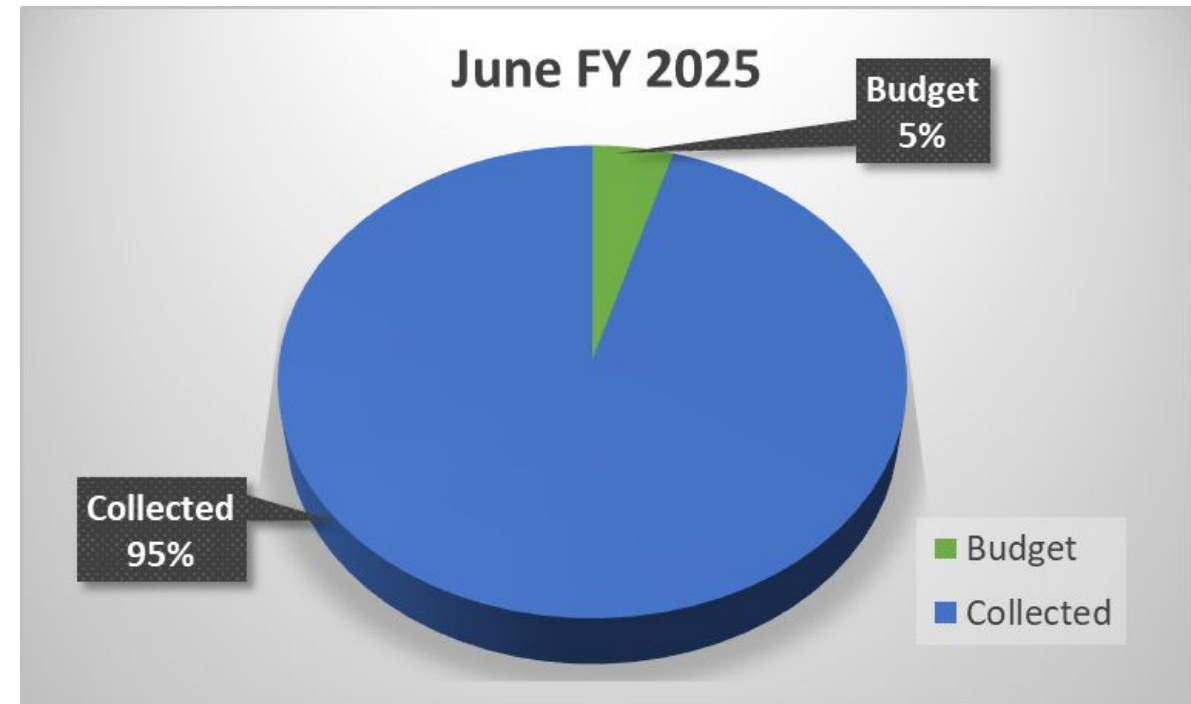
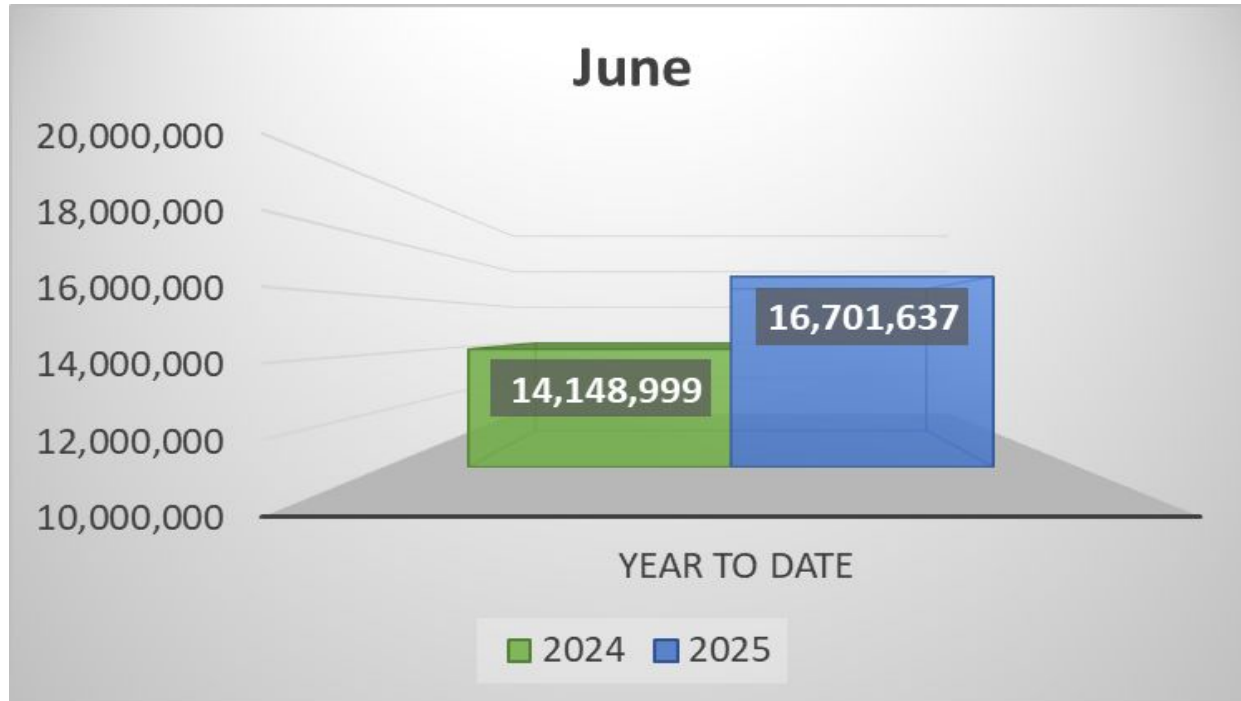
Statesboro Fire Service Fund - Revenues



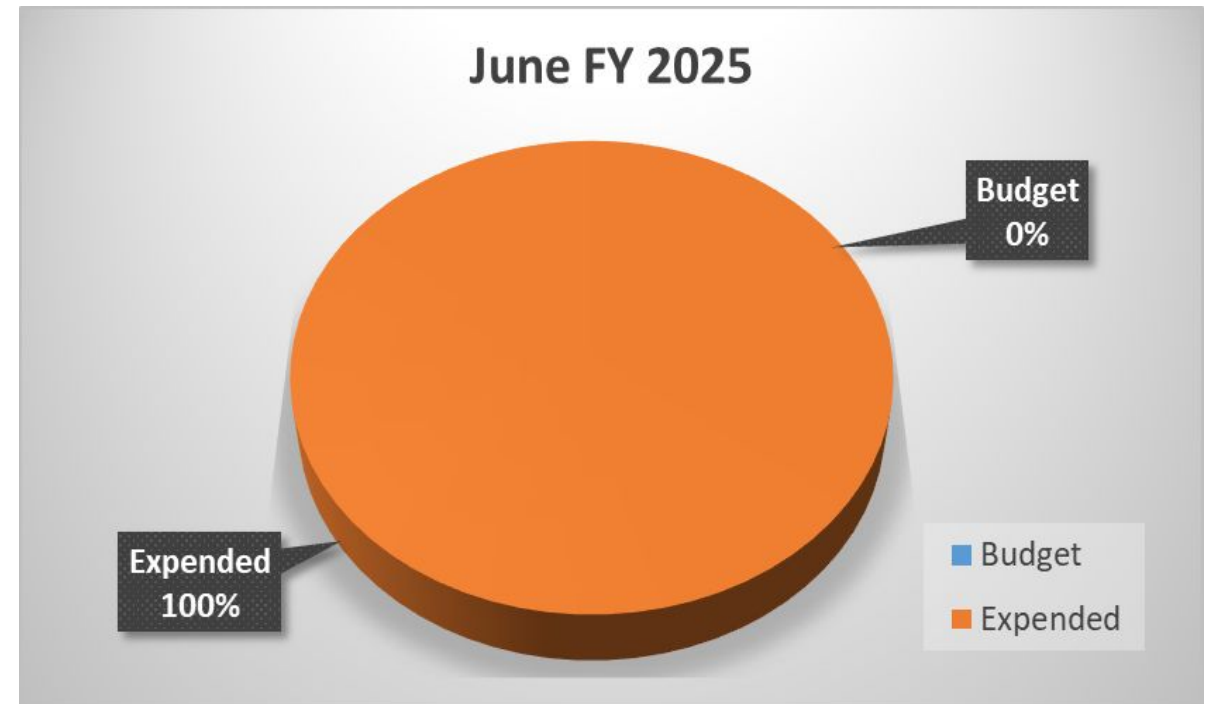
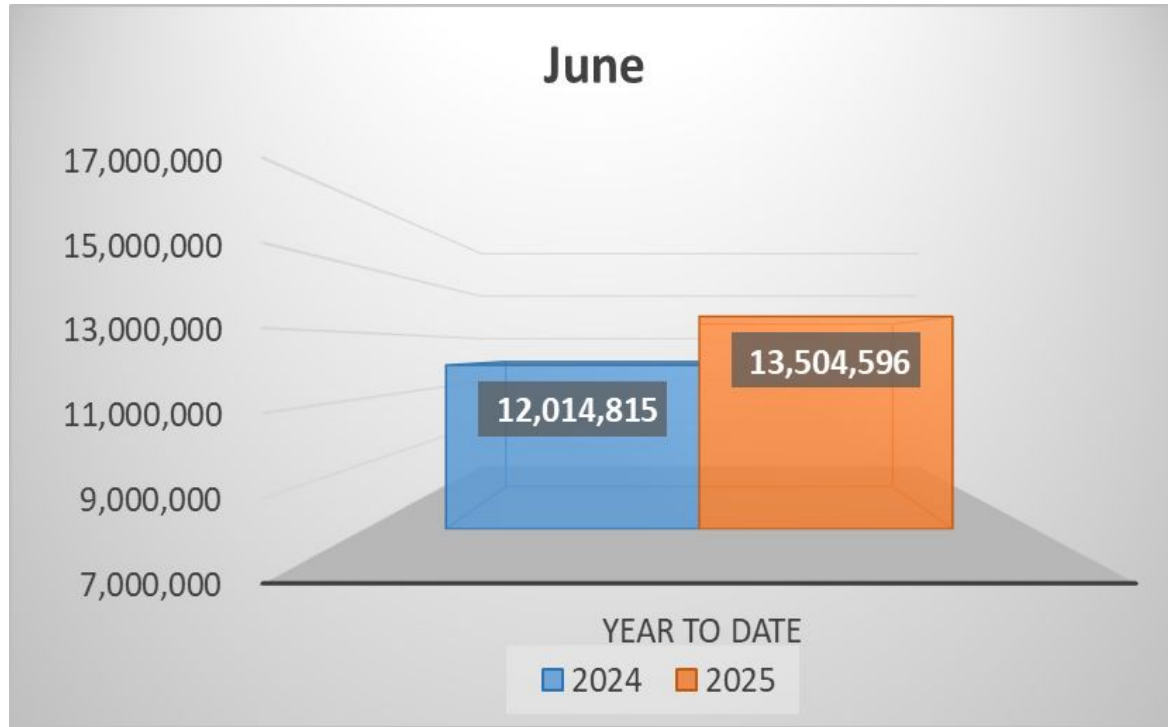
Statesboro Fire Service Fund – Expenditures



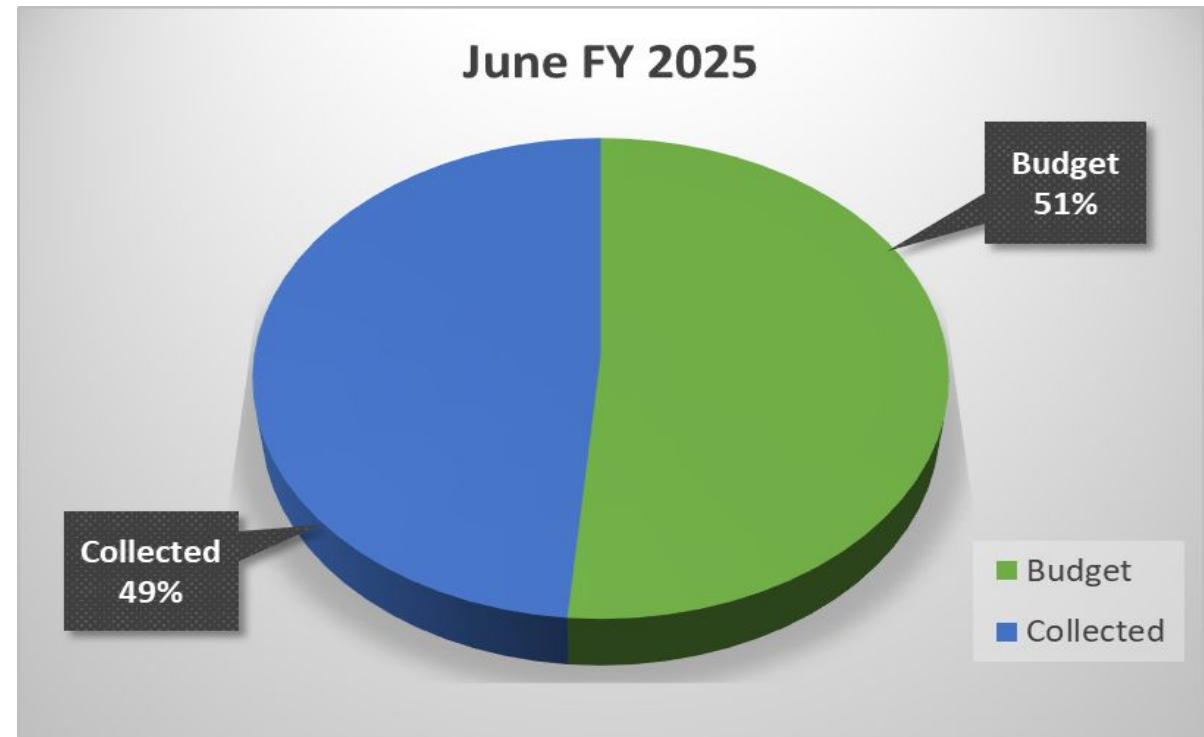
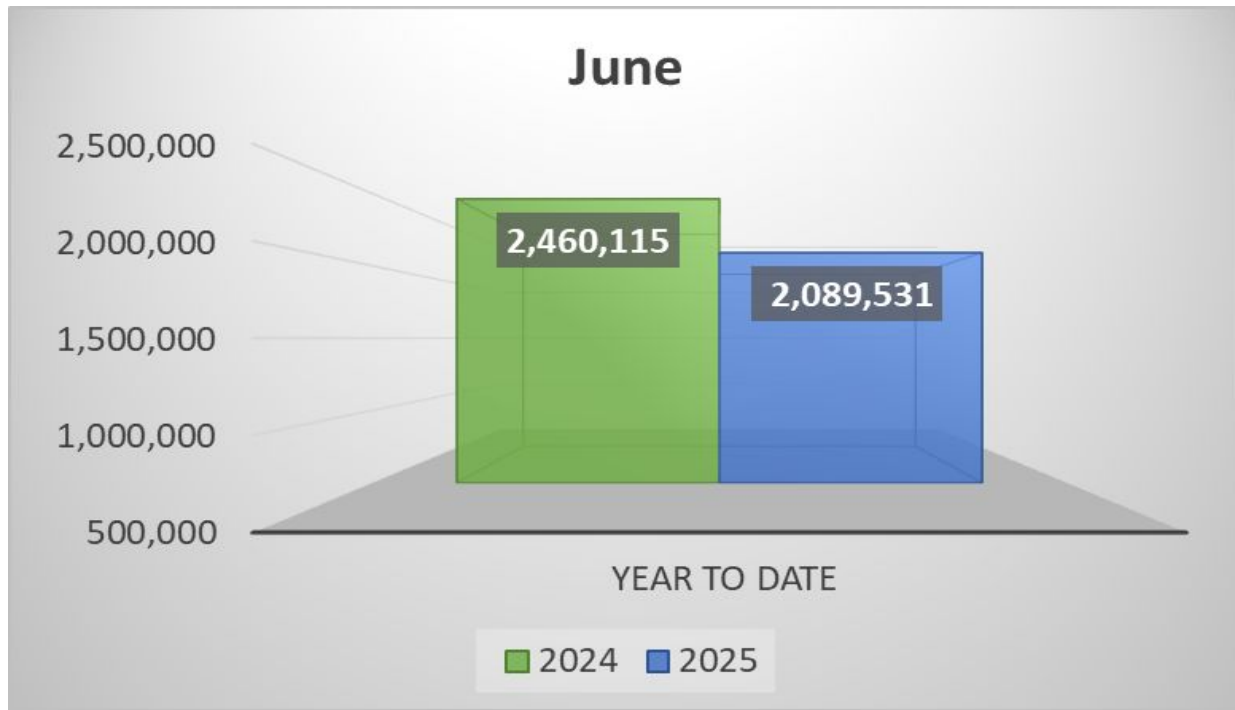
Water and Sewer Fund – Revenues



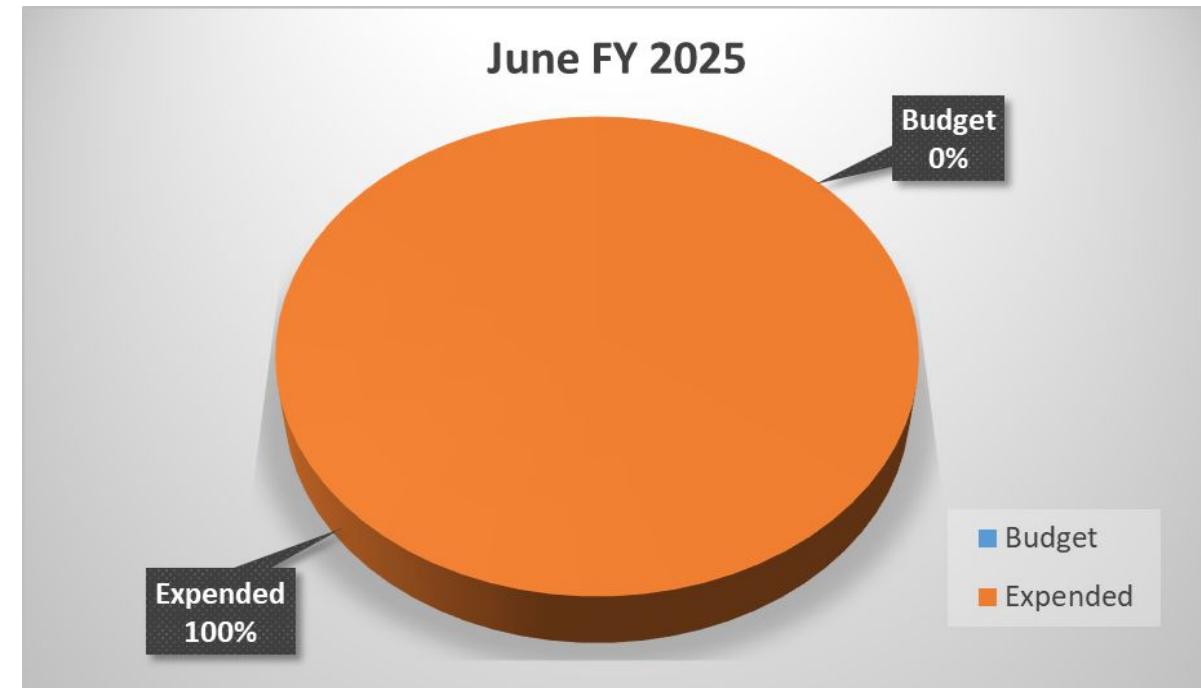
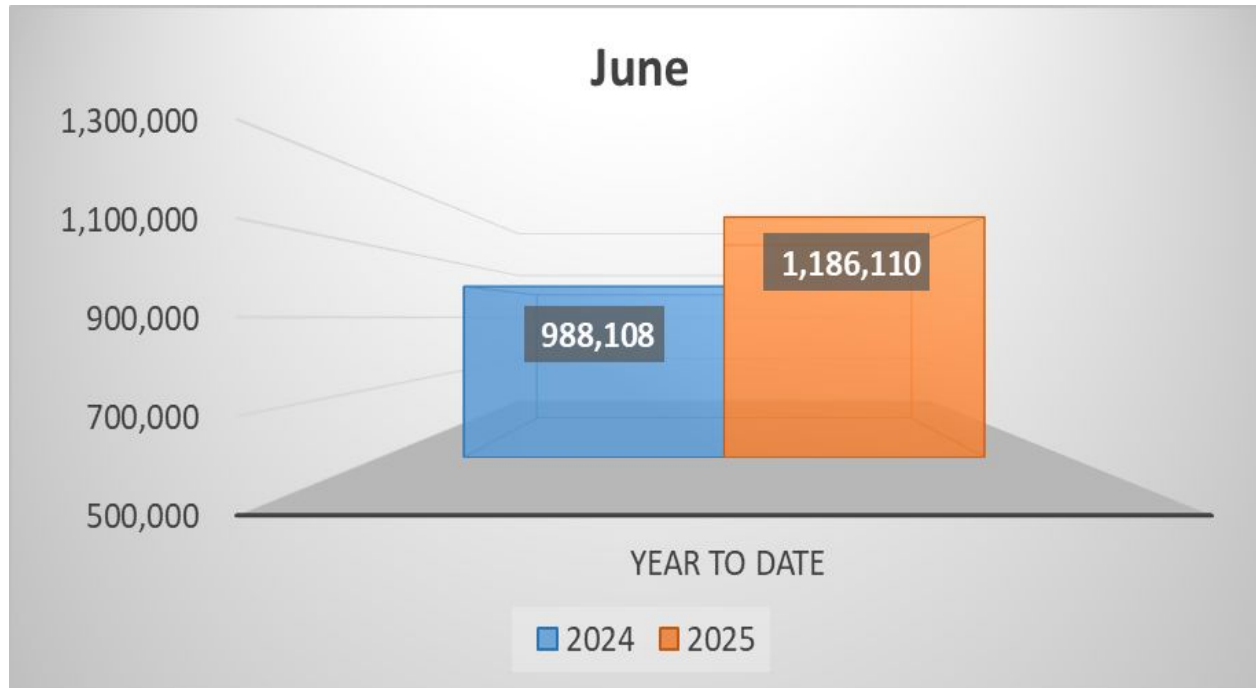
Water and Sewer Fund – Expenditures



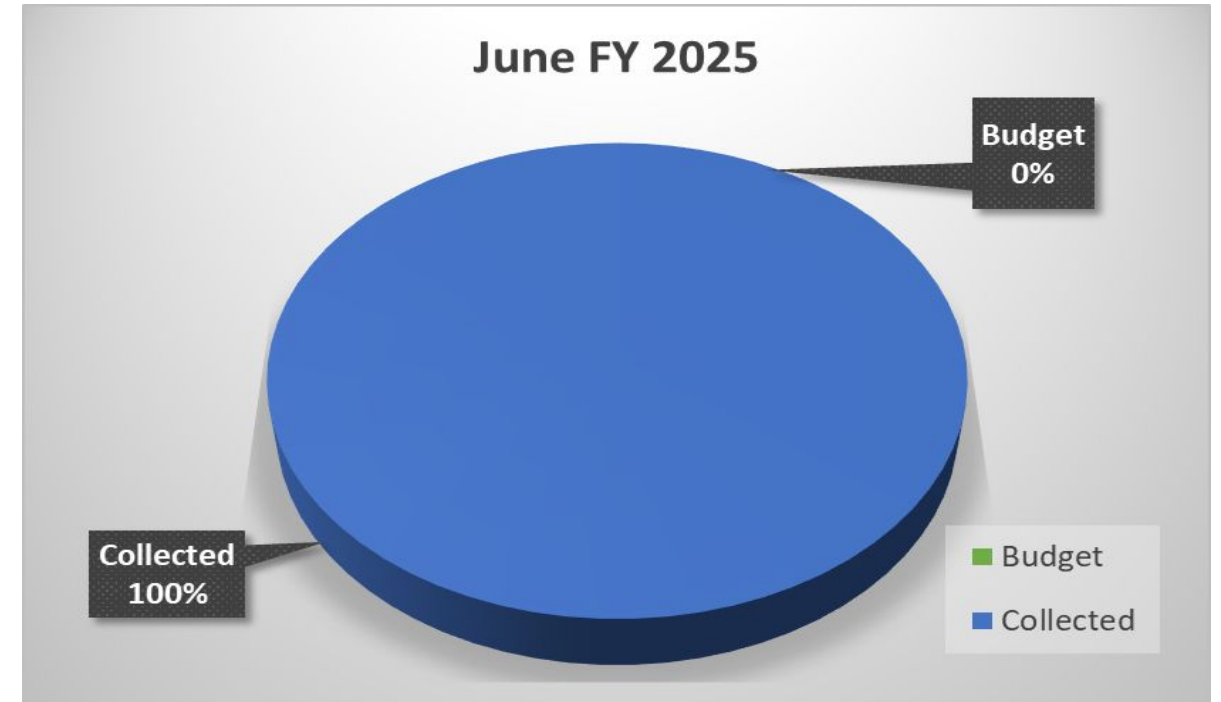
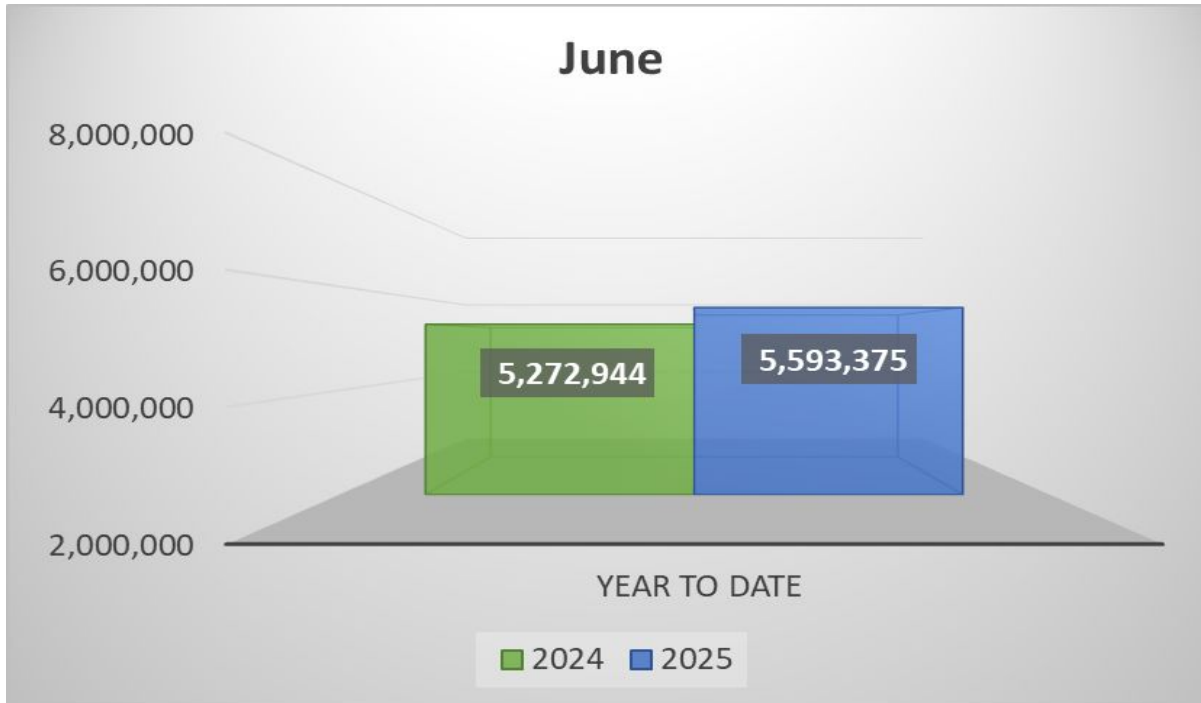
Stormwater Fund – Revenues



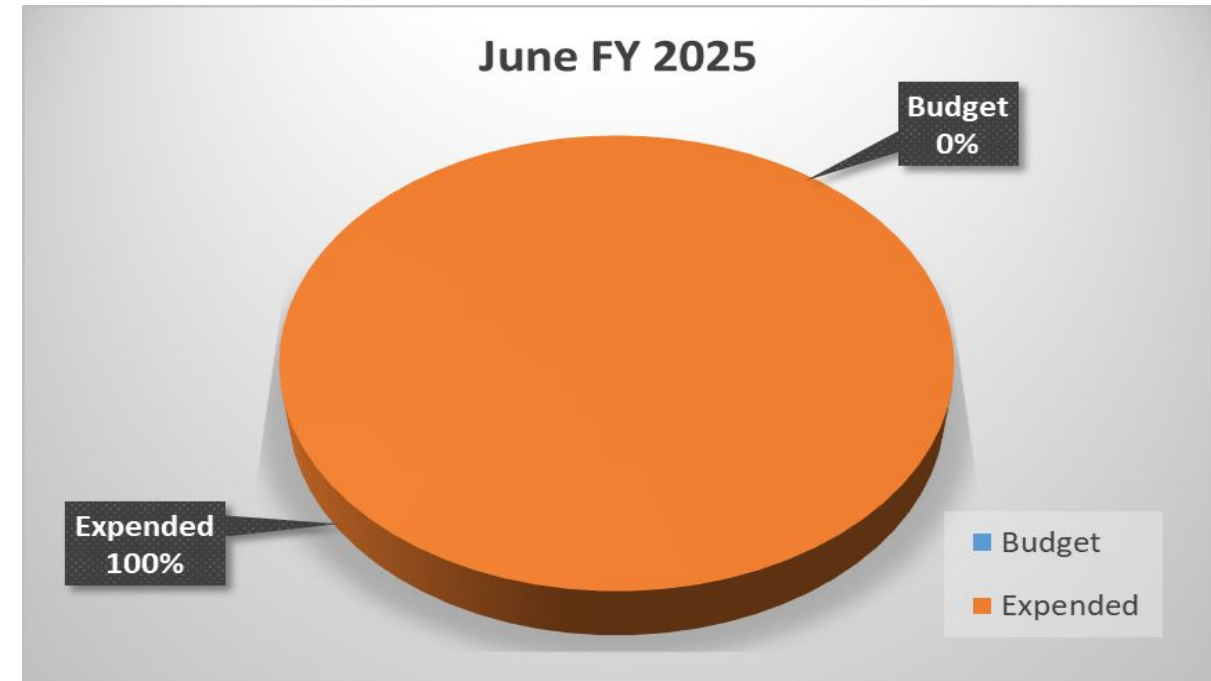
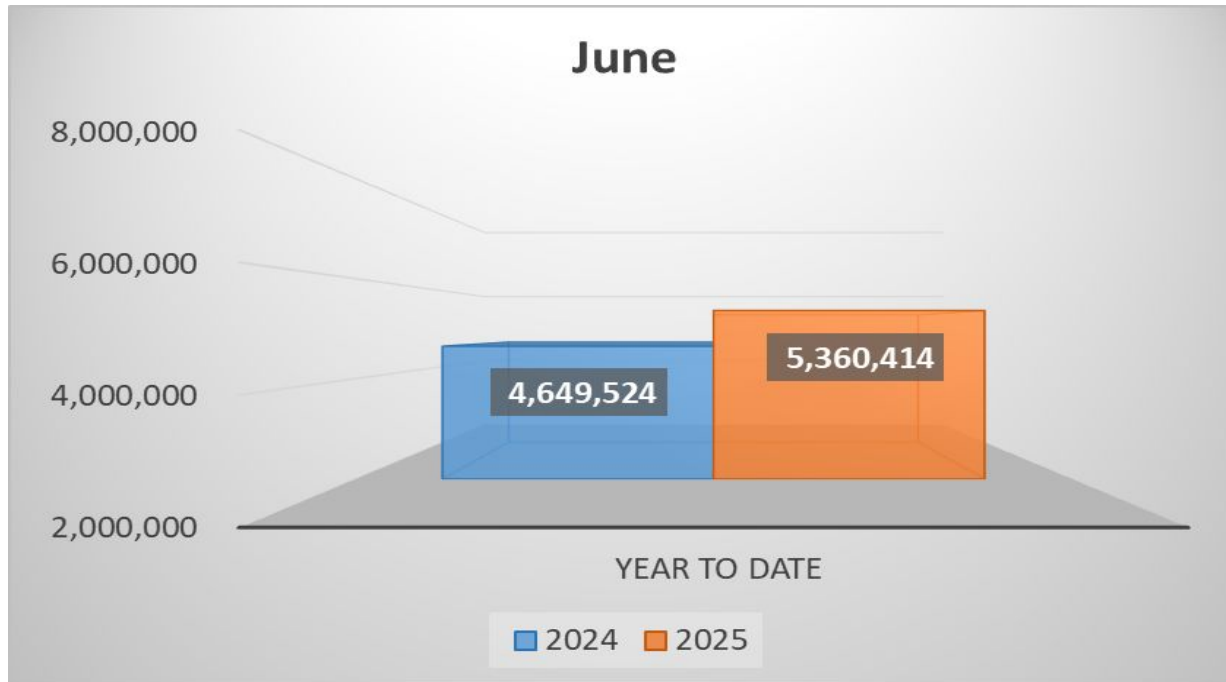
Stormwater Fund – Expenditures



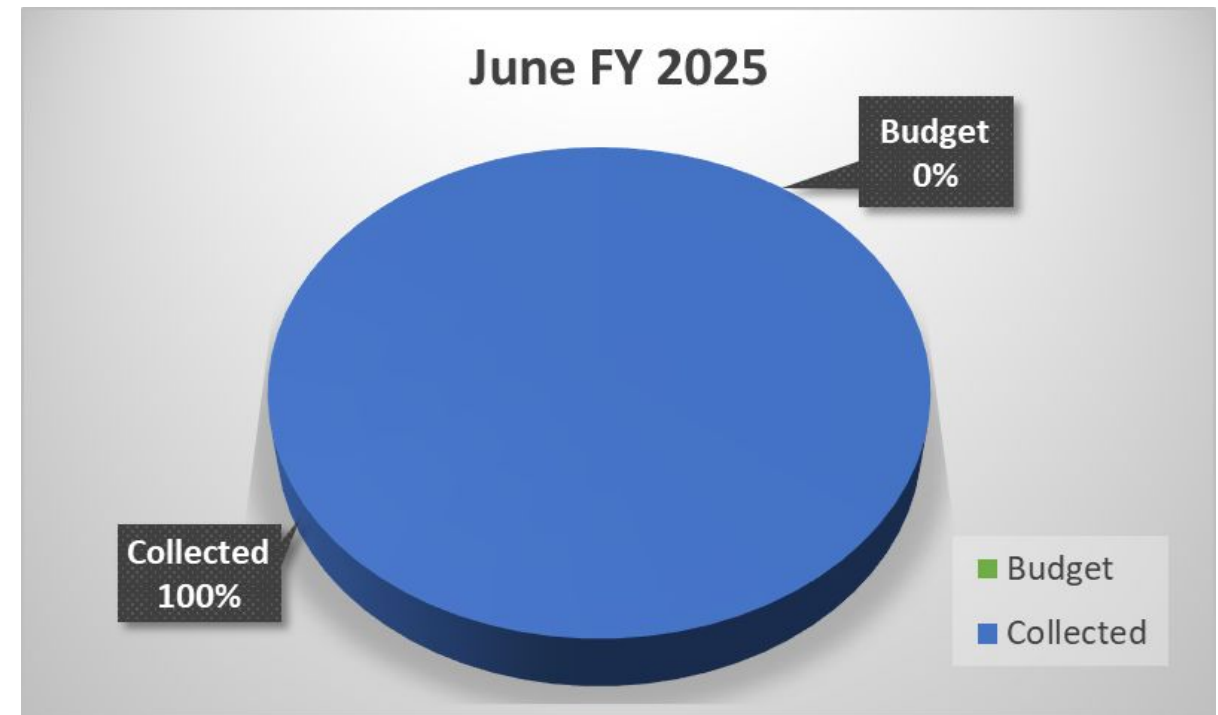
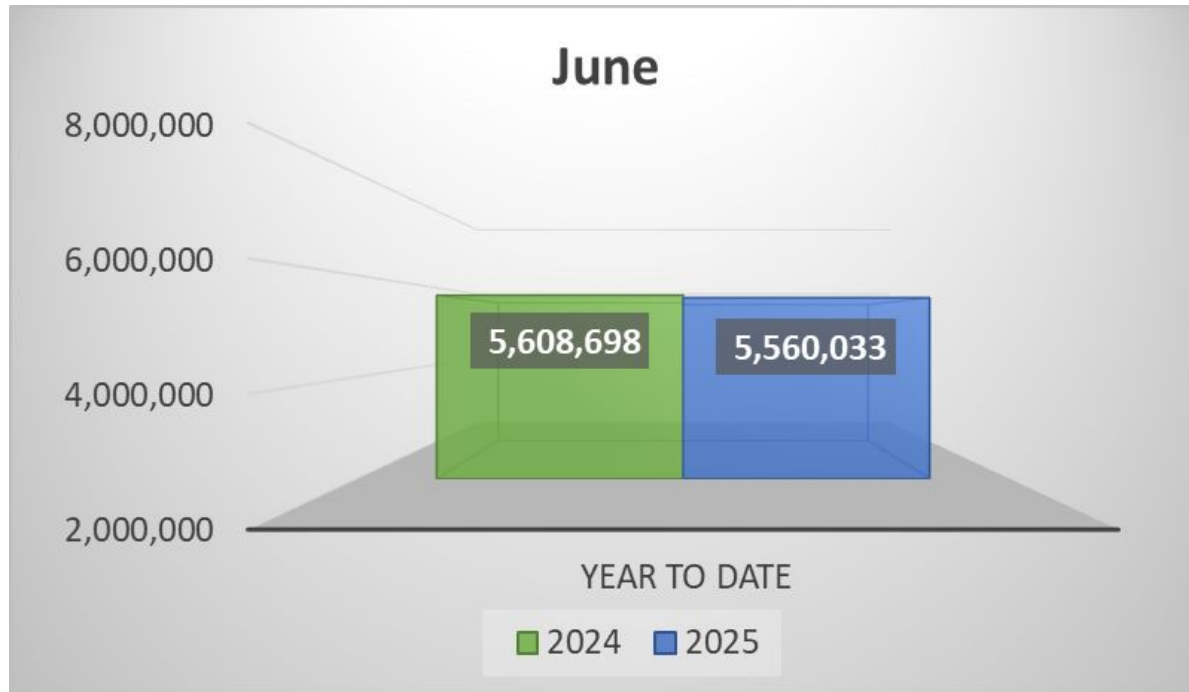
Natural Gas Fund – Revenues



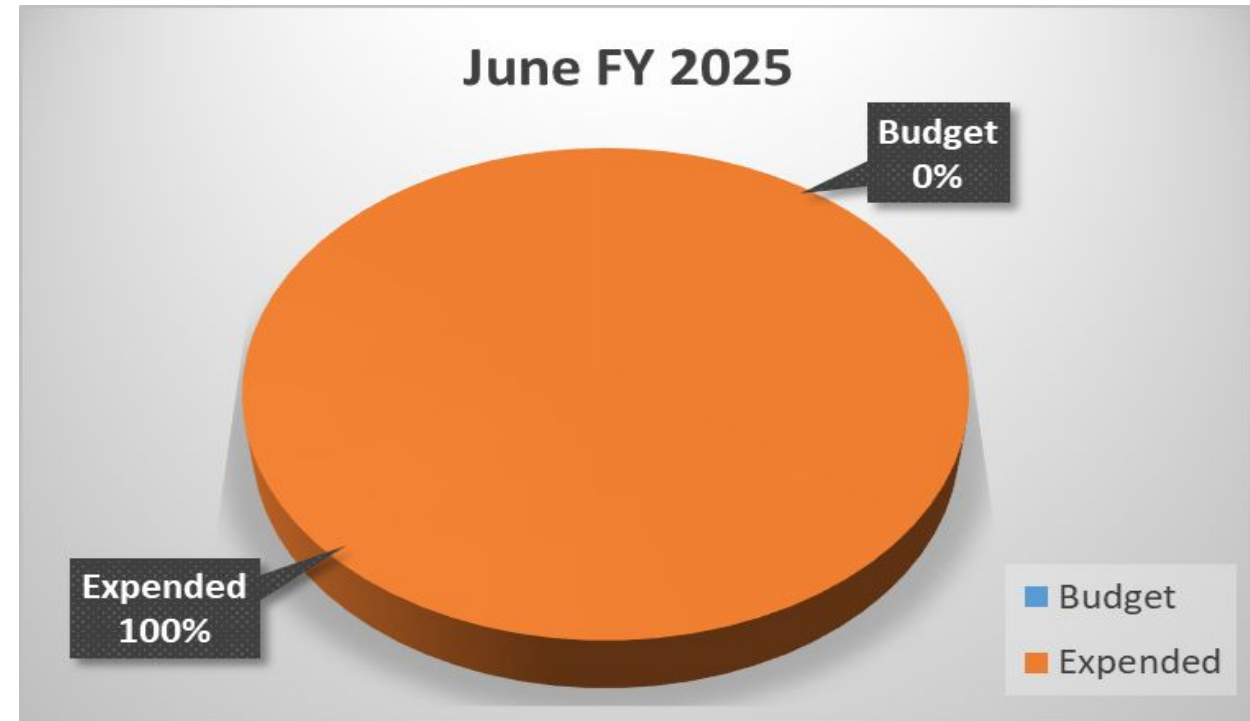
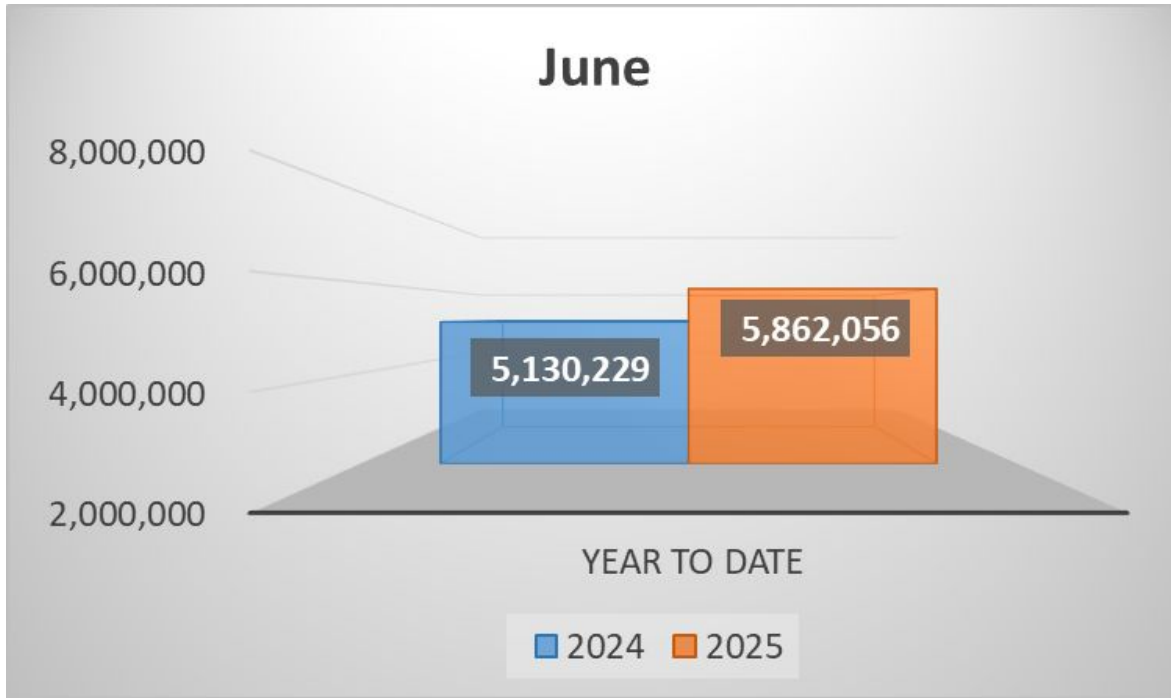
Natural Gas Fund – Expenditures



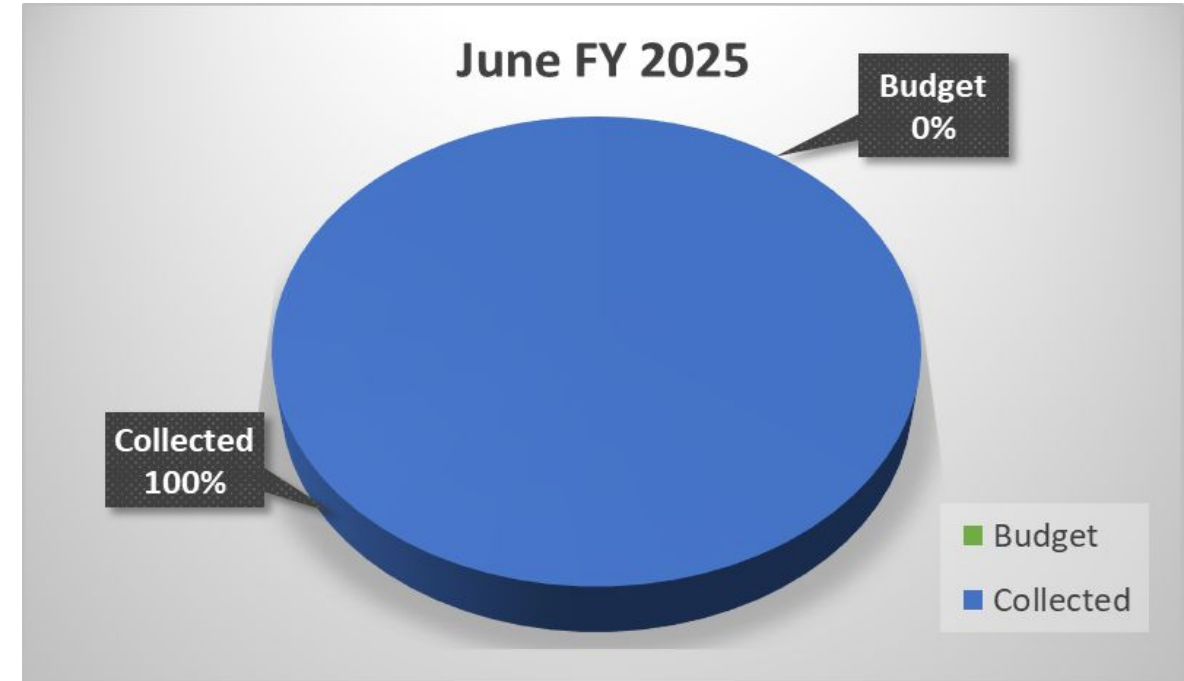
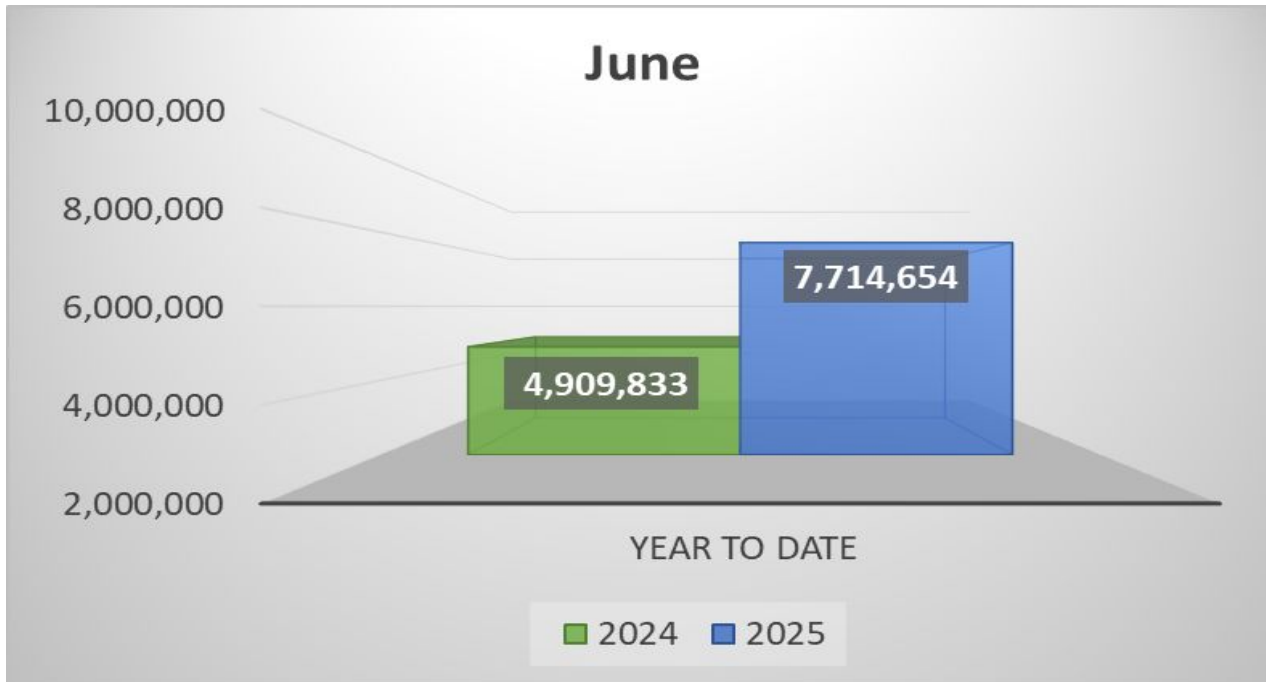
Solid Waste Collection Fund – Revenues



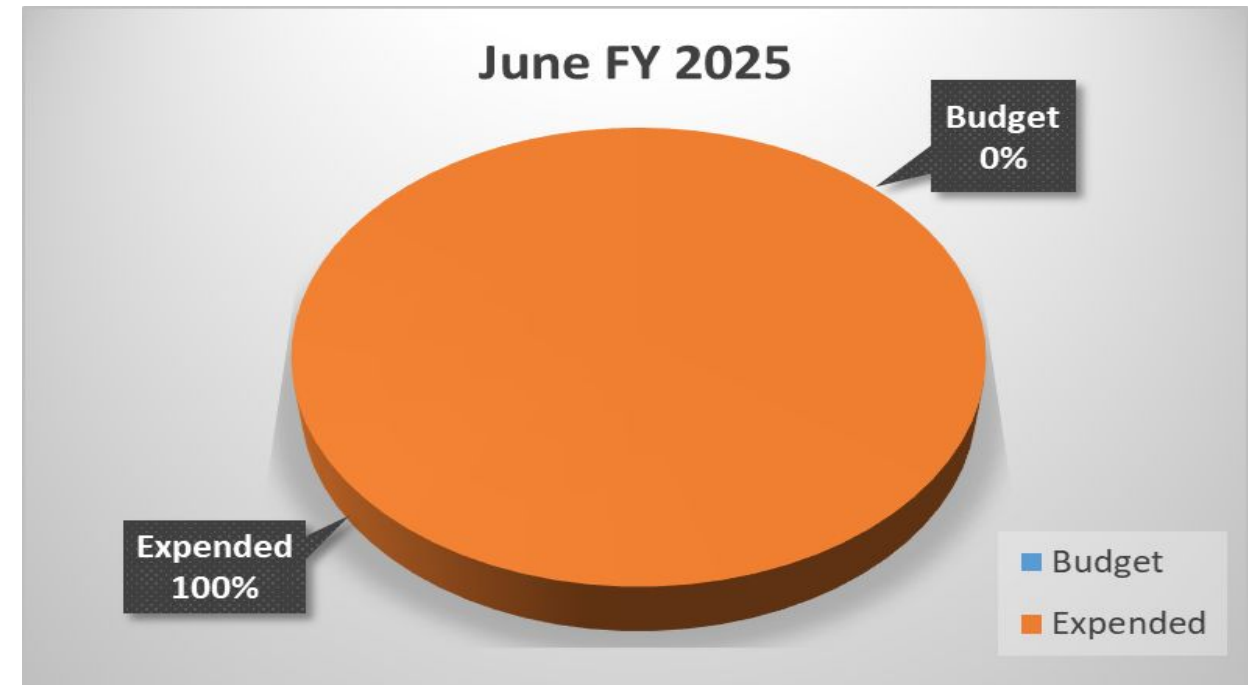
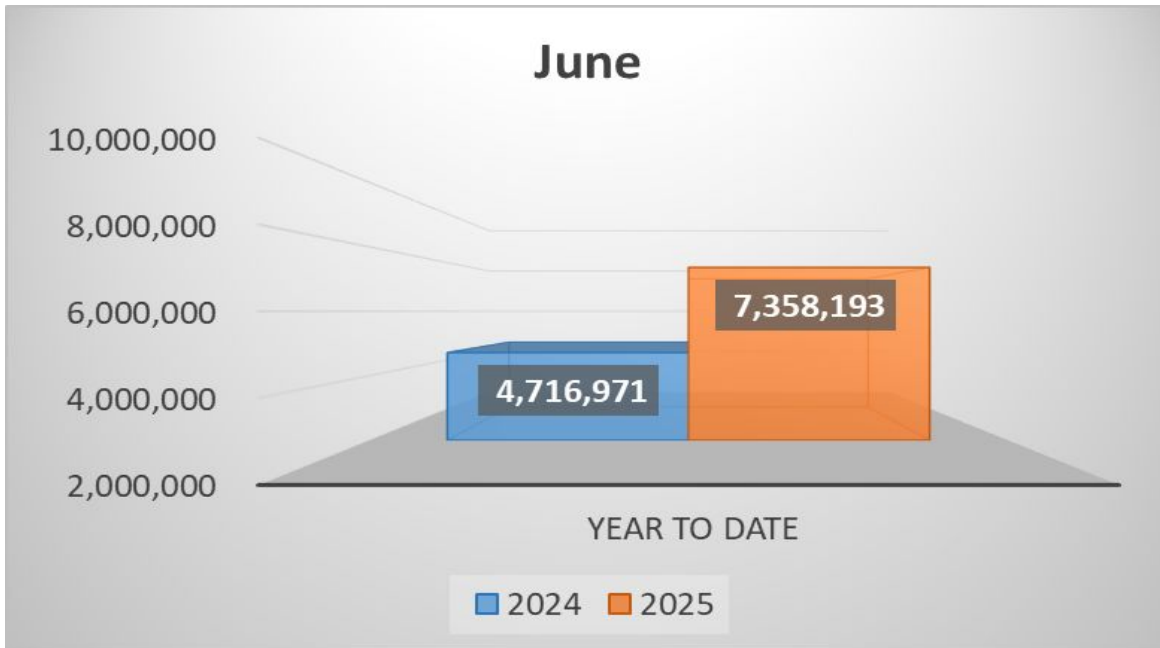
Solid Waste Collection Fund – Expenditures



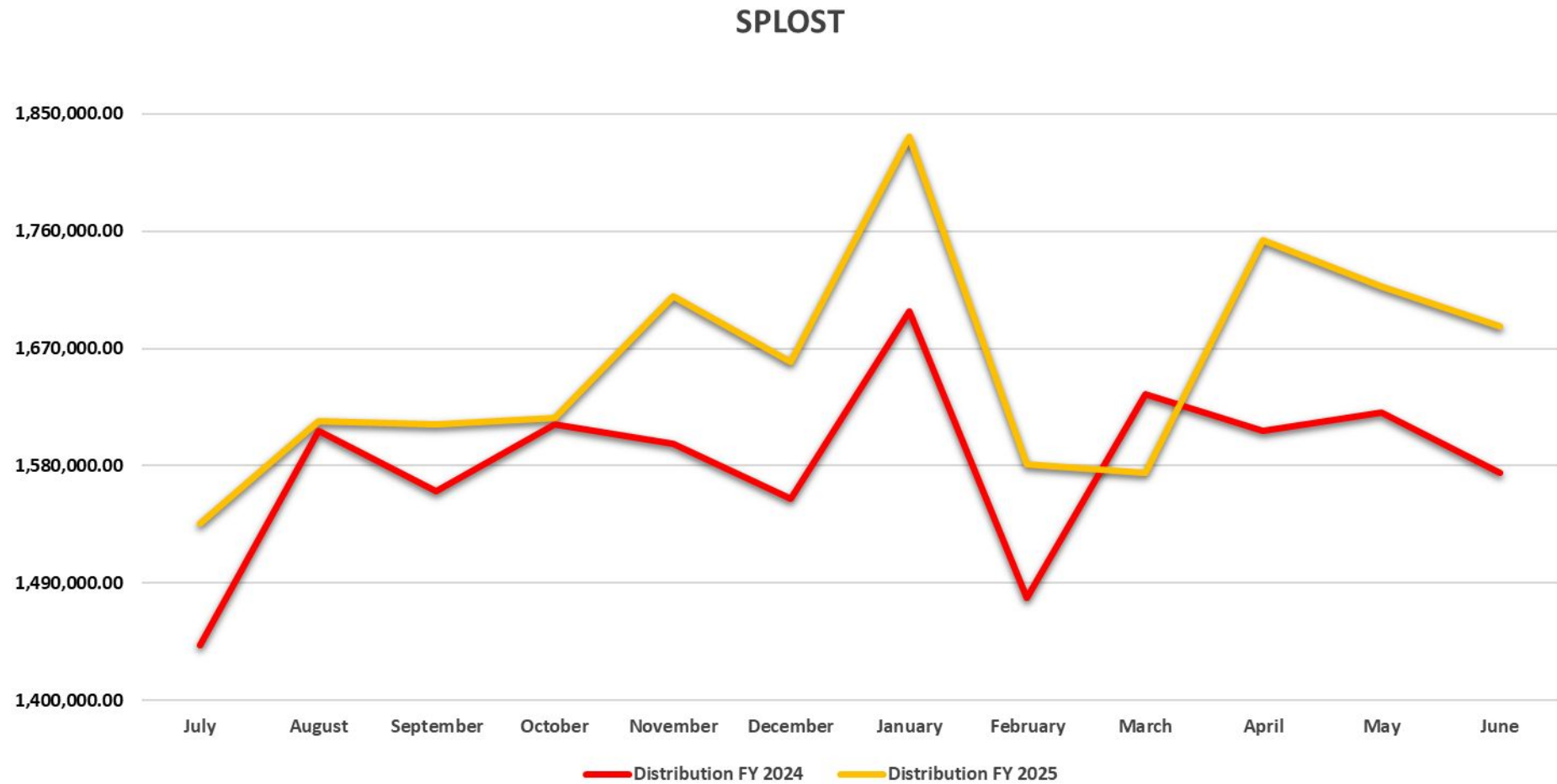
Solid Waste Disposal Fund – Revenues



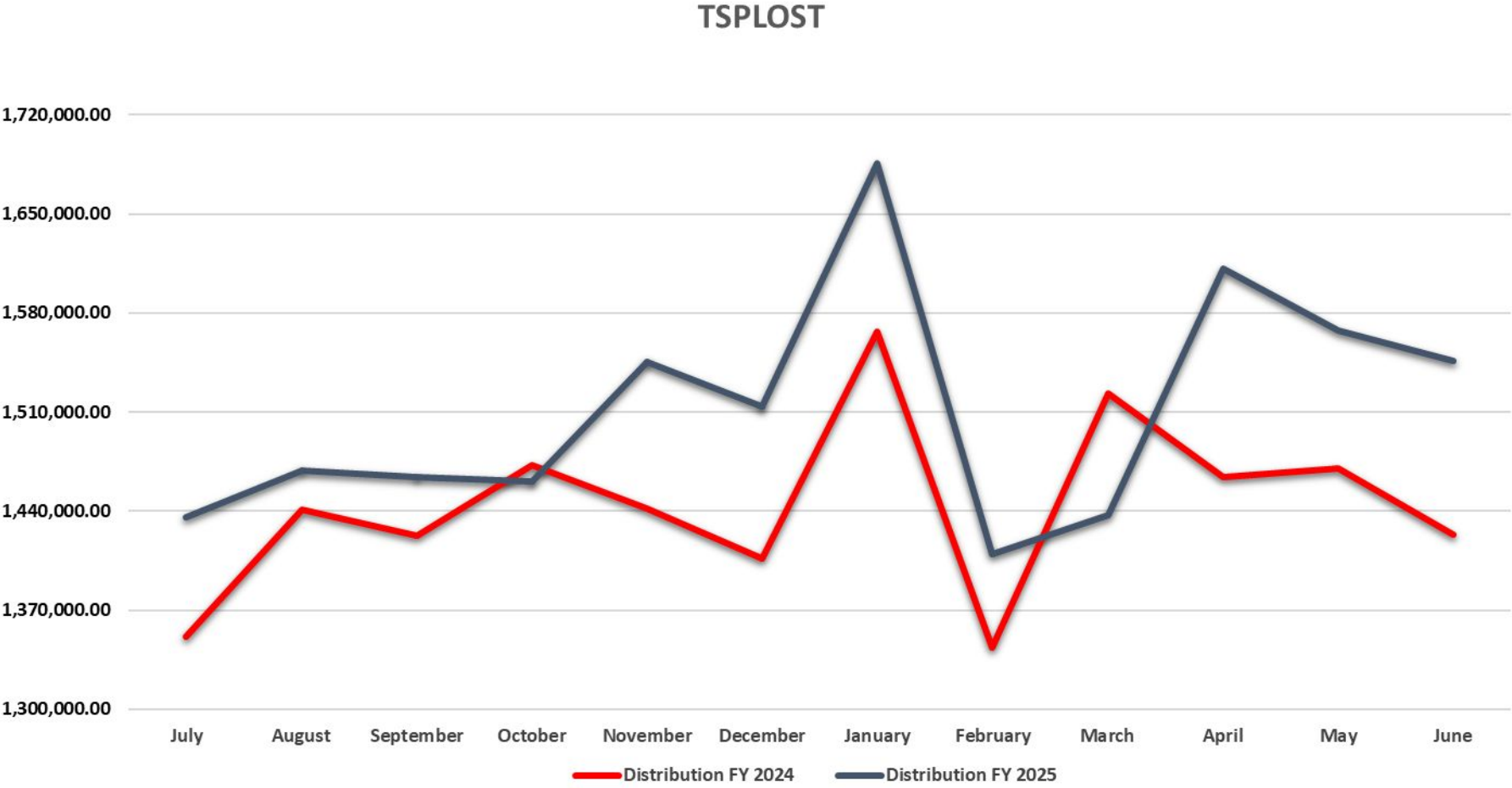
Solid Waste Disposal Fund – Expenditures



SPLOST



TSPLOST

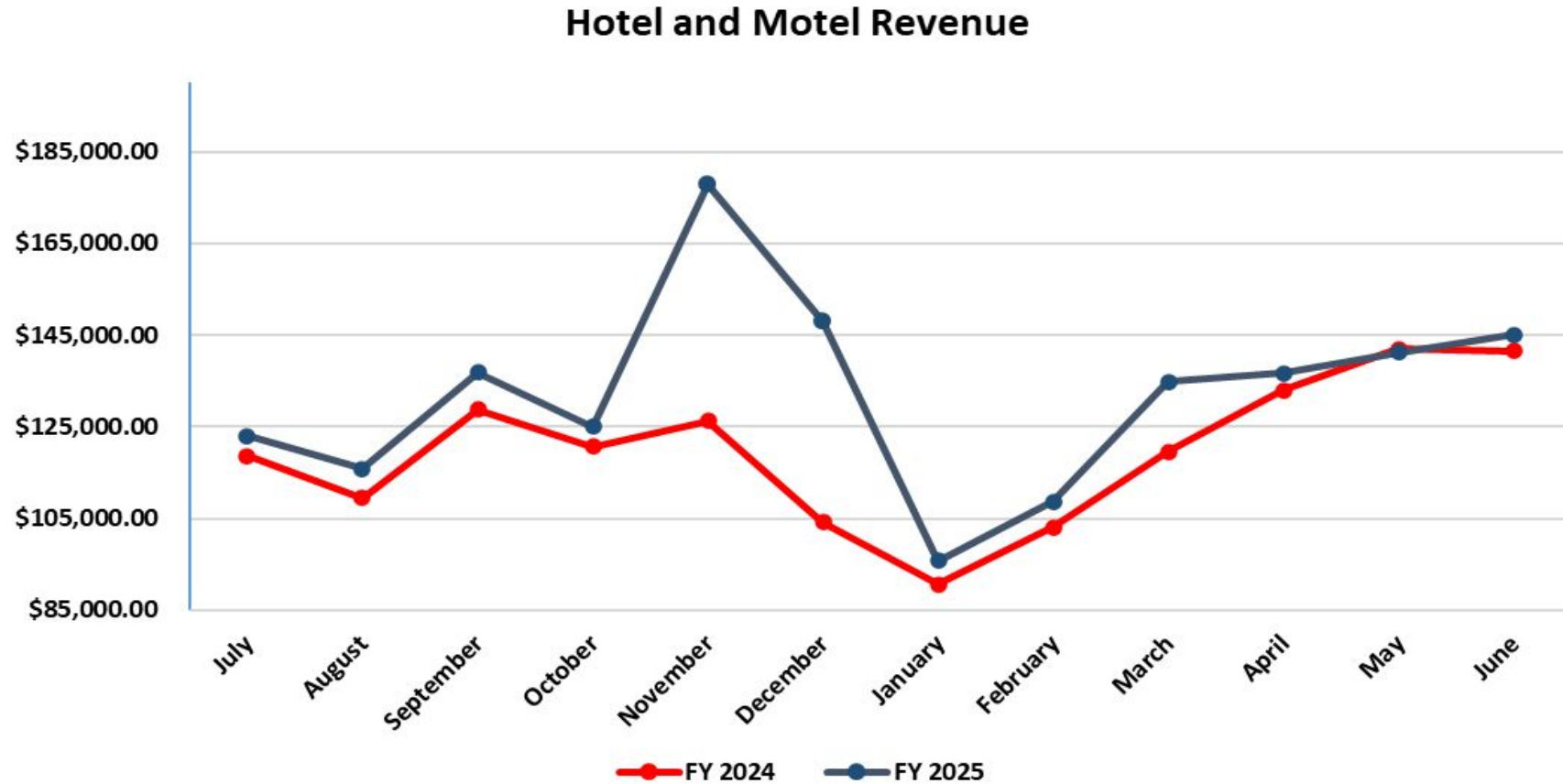


Hotel and Motel Revenue

Revenue Collected:

July 2023 – June 2024 =
\$1,437,807.24

July 2024 – June 2025 =
\$1,588,541.67



Questions?





City of Statesboro, Georgia

Banking Services Process Presentation





Government Banking Overview

- Government Banking has changed in the last decade because of technology and new regulations. However, what has not changed is a municipal organization's need to be good stewards of the funds entrusted to them and provide excellent services to its' customers/citizenry. The following services help a municipal organization like the City of Statesboro (the "City") to meet these goals.

- Treasury Services:
 - Liquidity Optimization, Collection Management, Fraud Prevention, Information Sharing

- Merchant Services:
 - Account specifically established for business purposes where governments can make and accept payments including electronic payments

- Online Banking Services:
 - Daily reporting, wire transfers, payment control, account reconciliation, banking records

City of Statesboro Banking Requirements



- Customer Service and Innovative Technology were of the utmost importance to the staff. In addition, the following were important requirements for the City as it analyzed its banking service needs in 2025 to select a main banking institution for its' banking needs:

- Online Banking Platform

- Collateralization of City Funds

- Dedicated Government and Treasury Team

- Cash/Treasury Management Services

- Georgia Government Banking Experience

- Implementation Schedule/Training

- Security Features

- Fees

Technical Banking Services



- As discussed in the prior slides, technology has changed the services a financial institution can offer a government organization. The following services comprised several of the financial institutions' Request for Proposal responses:

- ACH Positive Pay with Payee Name – the City will mitigate fraud, reduce paperwork and staff hours.
- Transaction Search with Imaging
- Electronic Accounts Payable – digital process for the City to pay vendors and suppliers.
- Electronic Receivables - digital process for the City to collect moneys owed.
- Remote Vault Deposit (Smart Safes) – The City will keep employees safe, productive and onsite.
- Virtual Payment Solutions – digital methods for making payments that avoid physical cards and cash.
- Electronic Lock Box – the City will receive payments faster and improve cash flow
- Integrated Payables – the City will save time by eliminating delays caused by customer check production and mail delivery.

Background



- On May 1, 2025, Davenport & Company LLC (“Davenport”), in our capacity as Financial Advisor to the City of Statesboro (the “City”) prepared and distributed a Request for Proposal (“RFP”) to solicit proposals from financial institutions to provide banking services.
- On Tuesday June 24, 2025, the City received 5 proposals from local financial institutions listed below:
 - Colony Bank
 - Morris Bank
 - Synovus/Pinnacle Bank (proposal was received prior to merger of Synovus and Pinnacle Banks)
 - Truist
 - Wells Fargo

The following slides discuss the process that the City Staff and Davenport implemented in the review, analysis and discussion of the five proposals and financial institutions. The financial institutions were evaluated on but not limited to the following:

- Compliance with the Bank RFP Scope of Work
- Ability of the financial institutions and its’ staff to meet the banking needs of the City
- Capacity to provide the highest quality and breadth of services at the most cost-effective fees

Selection Process of the Banking Relationship



- The City's evaluation committee (the "Committee") consisted of Cindy West, the City's Finance Director Karin Larson, Assistant Finance Director, Ramona Carver, Senior Accountant, Heather Springer, Accountant, Ansley Lewis, Payroll and Accounting Technician, Hedi Welch, Accounts Payable and Accounting Technician. and Ricardo Cornejo and Doug Gebhardt, Davenport & Company LLC, the City's Financial Advisor:
 - The City received five proposals and the Committee reviewed and evaluated all proposals based on each financial institution's stated abilities to perform the Scope of Work, to meet the City's Banking Requirements and to provide the highest capacity of customer service, innovative technology and governmental experience at the most cost-effective price. The Committees conducted an information meeting on May 8, 2025, for all financial institutions to attend and get firsthand knowledge of the City's banking process. This would allow the financial institutions to directly ask questions to the finance staff and use this information to draft the responses to the banking service RFP.
 - The Committee chose the financial institutions for online demonstrations conducted August 13, 2025. The City felt that the chosen local financial institutions should be given an opportunity to impress the Committee with their online presentation and banking staff. The Committee drafted questions for each of the financial institutions for clarifications on their responses to the City's RFP. Additionally, the Committee requested that the banks have their respective team members be present from the Government, Treasury Services and local marketing presidents and staff that would provide training, customer service and technology services to the City and its finance staff.
 - The Committee and Davenport will use this information gathered from the responses of the RFP and online demonstration of the financial institution's online platform, understanding of the banking needs and experience of their staff to select the financial institution to become the operation bank for the City.

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Massage Establishments and Salon Ordinances



Massage Establishments

- Statesboro needs a massage establishment ordinance to help prevent illegal activities like prostitution and human trafficking from operating under the guise of legitimate massage therapy businesses.
- The ordinance provides the City with a legal framework to regulate these establishments, ensuring they operate within the law and don't pose a threat to public health and safety.
- This ordinance will allow the City to bring violations in front of the administrative judge. This ordinance will also allow the City to report to the proper State of Georgia authorities about these violations.
- Massage Establishment Ordinances reviewed from Cobb County, Augusta, Kennesaw, and Savannah.
- Our Ordinance will mirror the Cobb County Ordinance which was placed into effect in 2024, due to issues stemming from issues with Massage Establishments.



Salons Ordinance

- This Ordinance will include Nail and Hair Salons.
- Statesboro needs a salon ordinance for a number of reasons related to public health, safety, and proper business regulation. While the State of Georgia has its own regulations for the cosmetology and barbering professions, a city-level ordinance allows Statesboro to enforce additional rules that are specific to its local community and business environment.
- The ordinance provides the City with a legal framework to regulate these establishments, ensuring they operate within the law and don't pose a threat to public health and safety.
- This ordinance will allow the City to bring violations in front of the administrative judge. This ordinance will also allow the City to report to the proper State of Georgia authorities about these violations.
- While state law sets the baseline for the salon industry, a local ordinance gives the City of Statesboro the necessary tools to regulate the businesses within its city limits, ensuring they operate safely and legally.



Stakeholder meetings were held on Monday, September 8, 2025 at 10:00 AM and 4:00 PM.

- Suggestions were taken and some changes were made to the draft ordinance which will help to not hinder our legitimate business owners.
- We received good feedback and support from business owners who understand that this is to help their businesses thrive and protect citizens in our community.



Changes were made to the ordinance in response to community input.

- Added Recorded Appointments in addition to normal business hours for both ordinances.
- Added Profession-Related attire in addition to scrubs for Massage Establishments.
- Removed Camera Systems from 18-139 due to HIPAA concerns for Massage Establishments.
- Removed Foot Massage language from 18-139 for Massage Establishments.
- Removed Record of Treatments due to HIPAA concerns for Massage Establishments.



Questions?



GMA Land Transfer



Resolution 2025-26: A resolution authorizing the Mayor to execute documents relating to financing for the construction of Fire Station #3 with the Georgia Municipal Association and Queensborough Bank.

- A) Installment Sale Agreement
- B) Assignment and Transfer Agreement
- C) Deed to Secure Debt and Security Agreement
- D) Agreement Regarding Environmental Activity
- E) Limited Warranty Deed
- F) The financial terms of the Installment Sale Agreement



Questions?

City of Statesboro, Georgia

RFP Results Presentation – Series 2025 Installment Sale Agreement



September 16,
2025

Member
NYSE|FINRA|SIPC

Background / Overview



- Davenport & Company LLC (“Davenport”), in our capacity as Financial Advisor to the City of Statesboro (the “City”), was made aware that the City was in the planning stages for a potential debt issuance related to a new fire station.
- Davenport was tasked by the City to develop a series of pro-formas to evaluate the possible impact of the fire station funding as well as outlining the potential financing options available to the City.
- In June 2025, Davenport presented a Capital Planning Analysis to the City outlining the potential financing options for the fire station, as well as potential uses of current and future SPLOST funds.
- The City elected to move forward with the financing approach of utilizing 2019 SPLOST funds to downsize the borrowing and then dedicating 2025 SPLOST funds towards up front debt service which is outlined on the subsequent page.

Final Plan of Finance



Final Plan of Finance	
Project Cost	\$4,800,000
2019 SPLOST	(1,000,000)
2025 SPLOST	0
Project Fund to be Financed	\$3,800,000
Dedicated Funds Available for Debt Service	\$1,275,000

Request for Proposals Solicitation



- On August 14, 2025, Davenport distributed a Request for Proposals on behalf of the City for the Installment Sale Agreement (Fire Station Project), Series 2025 (the “Installment Sale Agreement”).
- The proceeds of the Installment Sale Agreement will be used to finance, in whole or in part, the City’s acquisition, construction and equipping of a new fire station.
- On September 4, 2025, Davenport received 7 proposals from the following lending institutions listed below. Each proposal contained unique rates and prepayment / put provisions which are outlined in the appendix herein.
- Davenport is recommending a proposal from Queensborough Bank which is detailed on the subsequent page.

Capital One (4.68%)	Magnolia Bank (10-Year Fixed Rate of 4.889%)	Queensborou gh Bank (4.50%)	Synovus Bank (4.63%)
Truist (3.78-4.68% *)	Webster Bank (4.58%)	Zions Bank (10-Year Fixed Rate 4.73%)	

*Note: Lowest rates were only fixed for 5 years

Summary of Recommended Proposal



Queensborough Bank	
Issuance Amount: \$3,875,000	
Term	20 Years
Rate:	4.50% (Fixed until Final Maturity)
Prepayment:	Closing to April 1, 2026: Non-Callable April 1, 2026 to April 1, 2030: 102% April 1, 2030 and thereafter: 100%
Bank Fees: \$0	
Closing Date:	October 2, 2025

In review of the proposals offered, Davenport discussed with City staff who determined the Queensborough Bank proposal was the best option due to the proposal offering the lowest interest rate that was fixed until maturity, while still offering favorable prepayment provisions. The interest rate provided is the exact rate that Davenport provided in the planning estimates.

Final Debt Service



The City will contribute \$1 million of 2019 SPLOST funds to downsize the borrowing and dedicate \$1.275 million of 2025 SPLOST funds to initial debt service payments.

Final Debt Service							
FY	Principal	Interest	Total		2019 SPLOST Contribution	2025 SPLOST Contribution	Net Total
2026	\$0	\$86,703	\$86,703		\$0	\$86,703	\$0
2027	63,000	174,375	237,375		0	237,375	0
2028	66,000	171,540	237,540		0	237,540	0
2029	69,000	168,570	237,570		0	237,570	0
2030	72,000	165,465	237,465		0	237,465	0
2031	75,000	162,225	237,225		0	237,225	0
2032	170,000	158,850	328,850		0	0	328,850
2033	177,000	151,200	328,200		0	0	328,200
2034	185,000	143,235	328,235		0	0	328,235
2035	194,000	134,910	328,910		0	0	328,910
2036	203,000	126,180	329,180		0	0	329,180
2037	212,000	117,045	329,045		0	0	329,045
2038	221,000	107,505	328,505		0	0	328,505
2039	231,000	97,560	328,560		0	0	328,560
2040	242,000	87,165	329,165		0	0	329,165
2041	252,000	76,275	328,275		0	0	328,275
2042	264,000	64,935	328,935		0	0	328,935
2043	276,000	53,055	329,055		0	0	329,055
2044	288,000	40,635	328,635		0	0	328,635
2045	301,000	27,675	328,675		0	0	328,675
2046	314,000	14,130	328,130		0	0	328,130
Total	\$3,875,000	\$2,329,233	\$6,204,233		\$0	\$1,273,878	\$4,930,355

Recommendation & Rationale



- Davenport recommends that the City accept the 4.50% bid from Queensborough Bank to finance the Installment Sale Agreement. This recommendation is based upon the following:
 - Queensborough Bank’s interest rate was the lowest amongst all proposals that was fixed until maturity;
 - The fully fixed interest rate eliminates any future interest rate risk;
 - Favorable prepayment flexibility with penalty prior to April 1, 2030 but no penalty thereafter; and,
 - No closing costs.

Timetable / Next Steps



Date	Action
August 14	✓ RFP is distributed to local, regional and national banking institutions
September 2/3	✓ Hold Public Hearing. Receive and open bids related to the sale of the property
September 4	✓ RFP Responses due back to Davenport. Negotiate with lender(s).
September 16	<u>City Council Meeting</u> – Davenport to present pricing results / recommendation. City Council to approve sale results, Installment Sale Agreement and other documents, as necessary
Week of September 22	Special Counsel finalizes necessary documents
Week of September 22	Closing memorandum outlining flow of funds distributed
October 2	Close on Installment Sale Agreement



Appendix – RFP Bid Results Summary

City of Statesboro,
Georgia



RFP Bid Results Summary

City of Statesboro, Georgia Installment Sale Agreement, Series 2025					
Lender	Interest Rate	Rate Type	Lender Optional Put Provision	Prepayment Provisions	Lender Course I Fee
Truist	3.78%	Fixed Rate w/ Put	April 1, 2031	Make-Whole Call	\$5,000
	3.97%	Fixed Rate w/ Put	April 1, 2031	April 1, 2029 and thereafter: 100%	
	4.37%	Fixed Rate w/ Put	April 1, 2037	Make-Whole Call	
	4.68%	Fixed Rate w/ Put	April 1, 2037	April 1, 2029 and thereafter: 100%	
	4.56%	Fixed Rate w/ Put	April 1, 2037	April 1, 2031 and thereafter: 100%	
Queensborough Bank	4.50%	Fixed Rate	N/A	Closing to April 1, 2026: Non-Callable April 1, 2026 to April 1, 2030: 102% April 1, 2030 and thereafter: 100%	\$0
Webster Bank	4.58%	Fixed Rate	N/A	Closing to March 31, 2030: Non-Callable April 1, 2030 to April 1, 2032: 102% April 1, 2032 to April 1, 2034: 101% April 1, 2034 and thereafter: 100%	\$7,500
Synovus Bank	4.63%	Fixed Rate	N/A	Anytime at No Penalty	\$10,000
Capital One	4.68%	Fixed Rate	N/A	April 1, 2032 and thereafter: 100%	\$5,000
Zions Bank	4.73%	Variable Rate: 4.73% Fixed Rate for 10 years 1yr FHLB + 0.90% thereafter	N/A	Anytime at No Penalty	\$0
Magnolia Bank	4.889%	Variable Rate: 4.899% Fixed Rate for 10 years 10yr UST + 0.75% thereafter	N/A	Anytime at No Penalty	\$10,000

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Version 01/01/2025 ML/CH/DJG/RC/CR

City of Statesboro, GA Municipal Fire Services Fee Study



Project Background

PHASE I

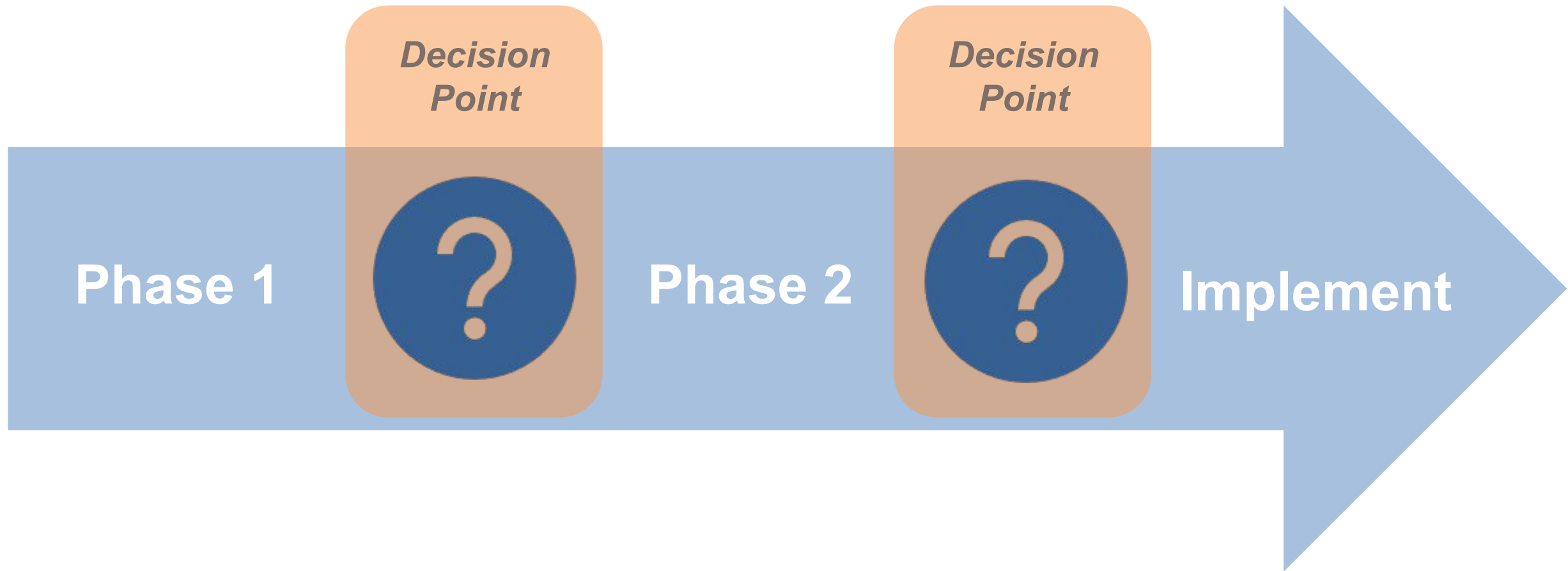
- 1** | Data Gathering, Evaluation of Fire Dept Data
- 2** | Determine Full Cost of Services and Level of Service
- 3** | Analyze Call Data and Correlate with Property Data
- 4** | Fire Fee Methodology and Projections

PHASE II

- 5** | Methodology / Account File
- 6** | Public Involvement and Outreach
- 7** | Ordinance, Rate, Credit Policy, and Manual
- 8** | Final Report

Fire Fee Study

GMC

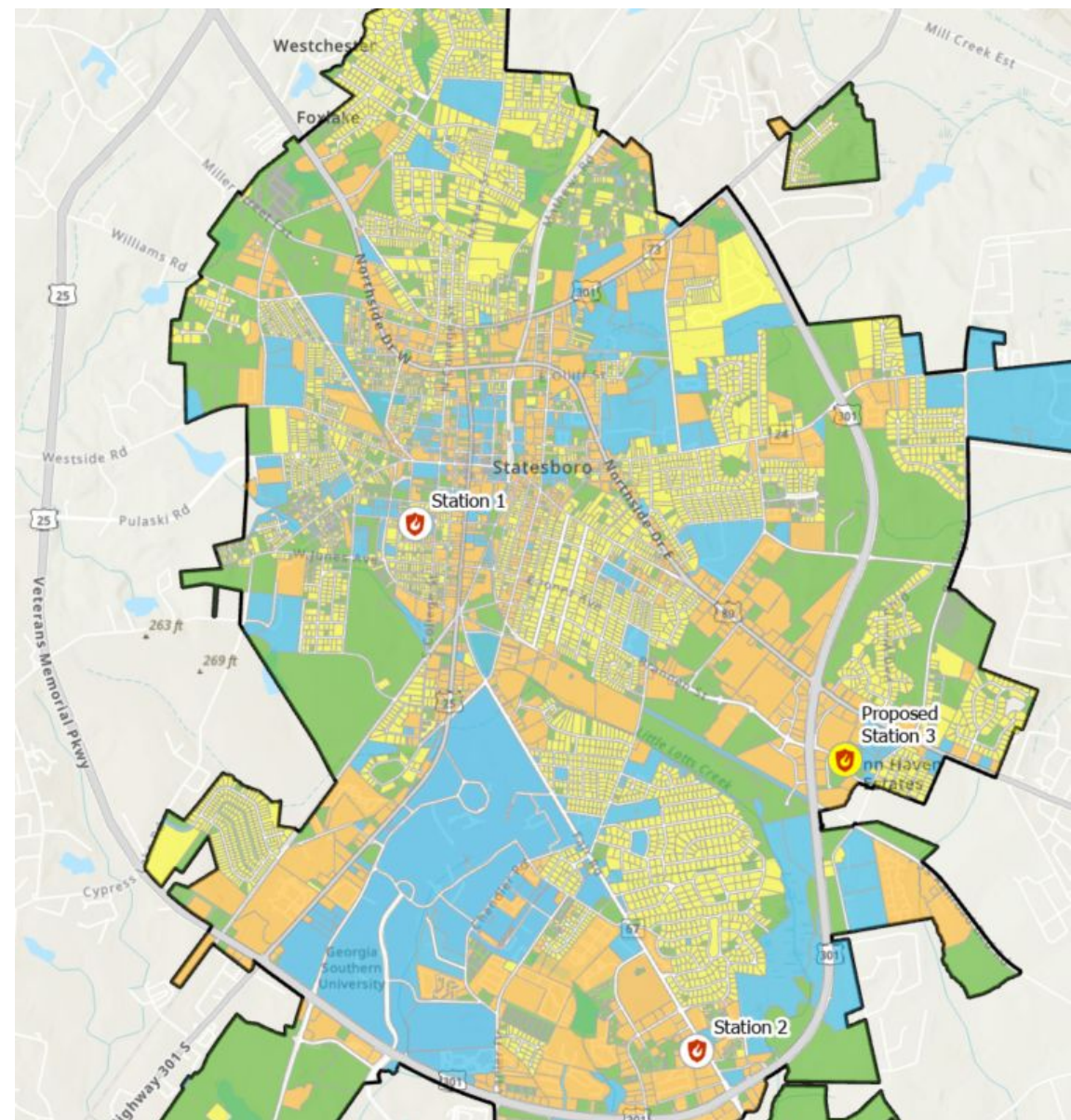


Land Use Analysis

General Land Use

- Statesboro/Bulloch County Parcels
- DigClass Field in the Parcel Layer
- WinGap Tables
- Exempt Parcels

	Parcel Count
Residential	5,457
Commercial	1,086
Exempt	337
Undeveloped	1,250



Fire Calls (2020-2024)

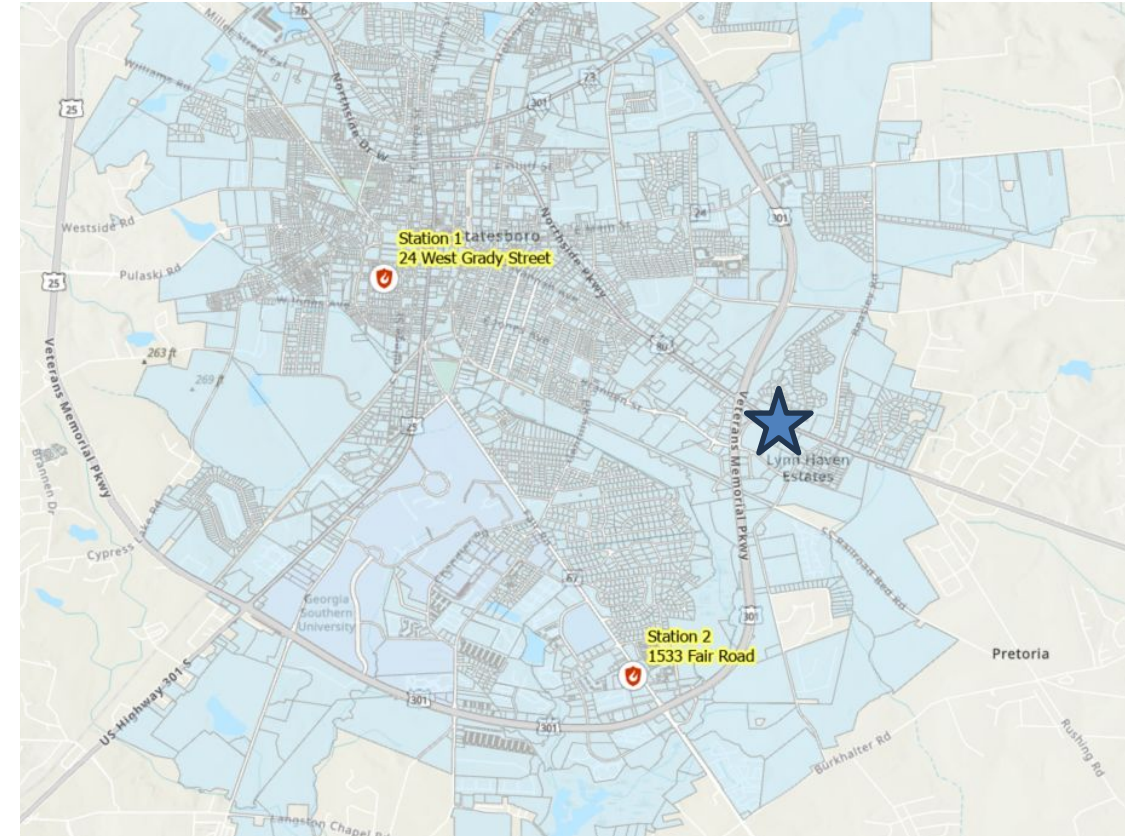


General Land Use	Fire Calls	Percent
1 or 2 Family	864	20.5%
Non-Residential	2,993	70.9%
Undeveloped	365	8.6%

Fire Department Budget



	FY2025	FY2026	FY2027
Total Budget Need	\$7,575,745	\$8,193,000	\$8,620,000
Revenue Sources			
General Fund	\$3,200,000	\$3,200,000	\$3,200,000
Water Sewer Fund	\$825,000	\$825,000	\$825,000
SAFER	\$703,000	\$703,000	n/a
Special Service District	\$2,552,745	n/a	n/a
Fire Line Fee	\$295,000	\$295,000	\$295,000
Loans	n/a	\$3,170,000	n/a
Funding Gap			\$4,300,000



How do we pay for this?

Primary Funding Sources

- User Fees
- General Fund



Secondary Funding Sources

- Special Assessments/Tax Districts
- Fund Transfers
- Fire Line Charges
- Loans
- Grants
- Risk Factors

Benefits of Fire Fees



Special Revenue Fund / Enterprise Fund



General Fund Reallocation



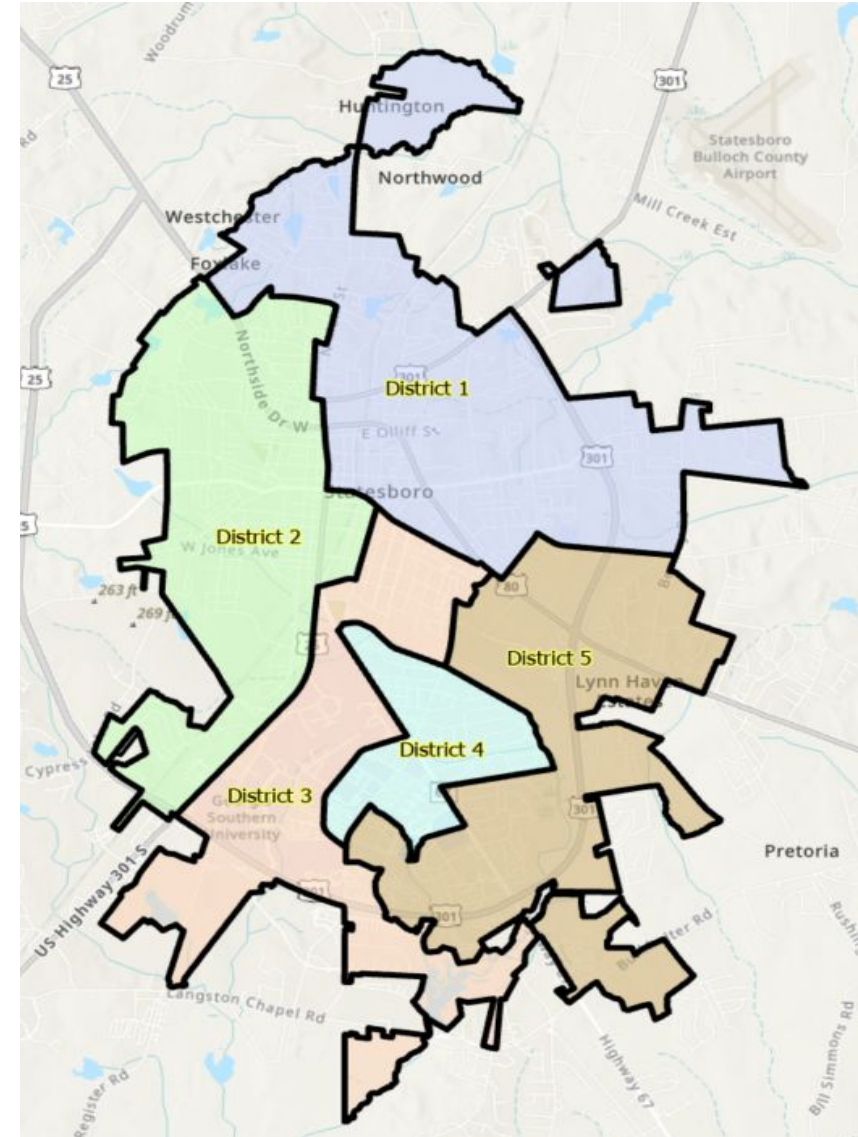
Diversified funding source



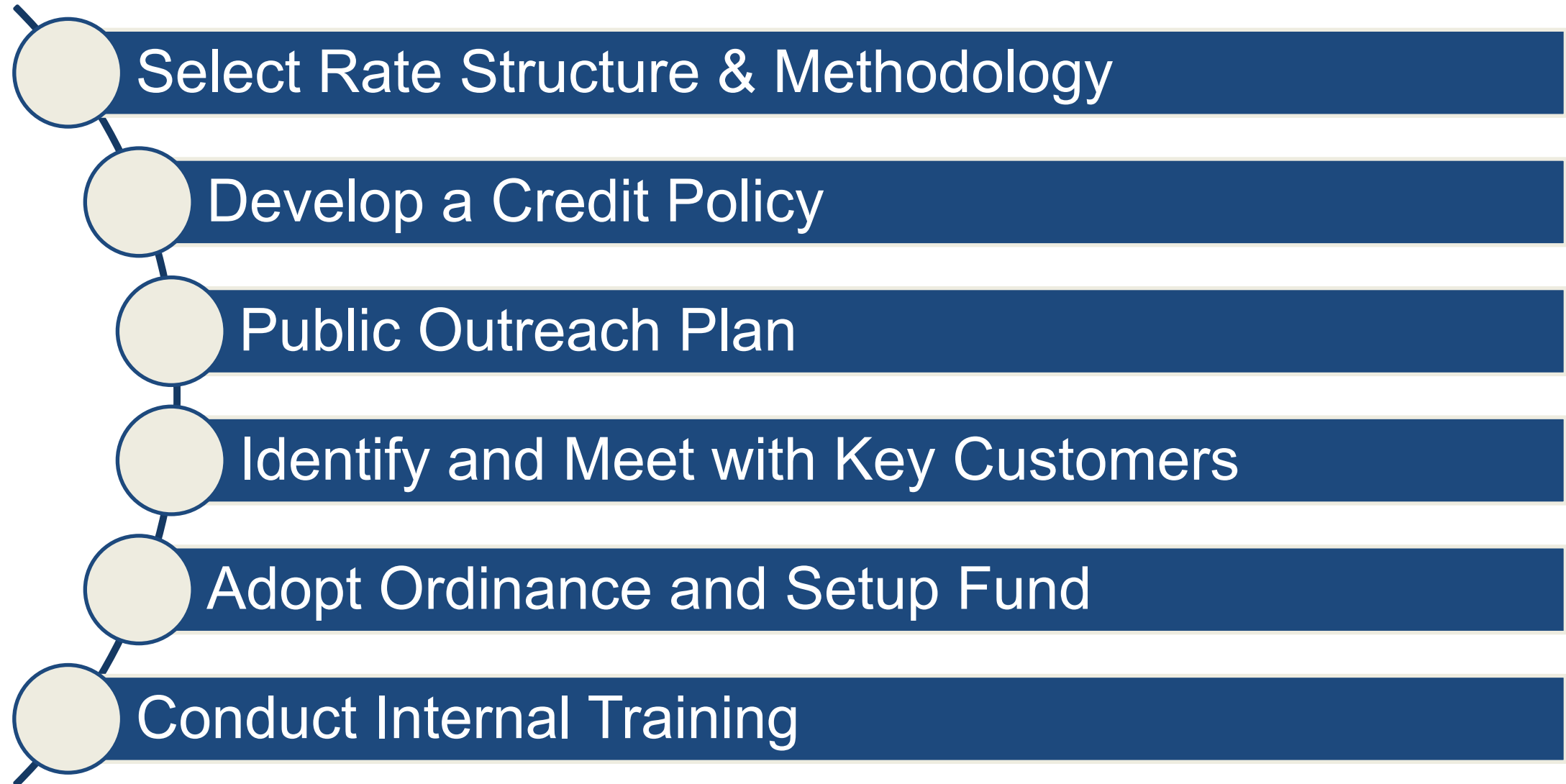
Support long term financial planning



Increased equity



Next Steps (Phase 2)



Next Steps (Phase 2)

GMC



Continuation of Data Analysis



Decision Point



Select Billing Methodology



Public Involvement and Outreach



Ordinance, Rate, Credit Policy, and Manual



Decision Point



Adoption and Implementation

Fall 2025

Phase 2

June 2026

Questions / Discussion

