

**STATE OF GEORGIA**

**CITY OF HAMPTON**

**RESOLUTION NO. 22-15**

**WHEREAS**, the City of Hampton (hereinafter "City") is governed by the Mayor and Council; and

**WHEREAS**, the City of Hampton is a recipient of Lost Option Sales Tax proceeds (hereinafter "LOST") and such funds are shared amongst Henry County (hereinafter "County") and all Henry County cities; and

**WHEREAS**, to determine the City's share in the LOST, the City assesses the services it provides its citizens and those residents of unincorporated Henry County every ten years in accordance with the requirements of O.C.G.A. § 36-70-20 et seq. ("the Service Delivery Strategy Act"); and

**WHEREAS**, the decennial census was completed in 2020 triggering the need to renegotiate the distribution of LOST proceeds;

**WHEREAS**, on July 1, 2022, the County sent the Henry County cities a letter to trigger negotiations; and

**WHEREAS**, the City is seeking the County's and the Henry County cities' cooperation in determining Hampton's share of the LOST; and

**WHEREAS**, the City requires a consultant to assist in evaluating the eight statutory criteria required to determine the City's respective LOST share; and

**AND WHEREAS**, it is in the City's best interest to hire Michael Brown of Brown Pelican Consultants pursuant to the submitted proposal for professional services.

**NOW THEREFORE IT IS HEREBY RESOLVED** that the City shall engage Michael Brown and Brown Pelican Consultants to serve as the City's LOST consultant for the 2022 negotiations with Henry County and the other Henry County cities.

**SO RESOLVED**, this 12 day of July, 2022.

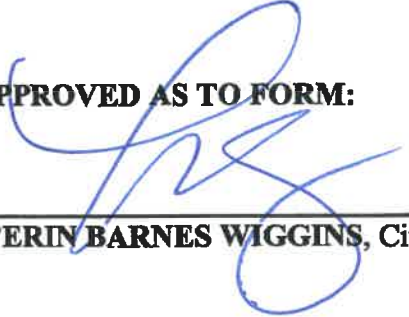
**CITY OF HAMPTON, GEORGIA:**

  
ANN TARPLEY, Mayor

**ATTEST:**

  
RASHIDA FAIRLEY, City Clerk

**APPROVED AS TO FORM:**

  
L'ERIN BARNES WIGGINS, City Attorney



**July 8, 2022**

**Mr. Alex Cohilas, City Manager  
City of Hampton  
17 E Main Street South  
P.O. Box 400  
Hampton, GA 30228**

**Dear Mr. Cohilas:**

**Please accept this Proposal for Services by Brown Pelican Consulting LLC [ the "Firm" ] for the City of Hampton in its renegotiation of the Local Option Sales Tax Agreement with the Board of Commissioners of Henry County GA.**

**Services will include a review, analysis, and presentation of data in support of the criteria set forth in the LOST statute [O.C.C.G.A. §48-8-89 et seq.] for the determination of justified shares of LOST revenues for Henry County, Hampton, and the other municipalities of Henry County.**

**Sources of information will include official Federal, State, County, and municipal data including current LOST shares and revenues, population, property tax rates and digests, financial reports, services and service expenditures, employment and employment commuting, debt, sources of sales tax revenues, intergovernmental agreements, and municipal taxpayers' subsidies of unincorporated area and county-wide services, and other factors in support of the criteria enumerated in the LOST and other relevant state statutes.**

**The work product will be a set of tables and explanations presenting justifiable shares of LOST revenues for the County and the municipalities based on the statutory criteria. The work will include, at the option of the City, rebuttal analysis for any proposal made by the County. The work will be performed by Michael B. Brown, as principal of the Firm, but may be performed by other persons in the Firm under my direct supervision. The cost of the work performed will be \$150 per hour plus minimal direct expenses such as printing.**

**Work will commence within three weeks of acceptance of this proposal, and work is expected to be completed within one month of commencement. Payment for services by the City will be upon the completion and presentation of a report to the City Manager of the City of Hampton. The request for payment will include a listing of tasks performed, hours and dates of work, and receipts for expenses incurred.**

Michael B. Brown, co-owner of the Firm, has served as a city manager or assistant city manager for 30+ years in Georgia and he has achieved court designation as an expert and an expert witness in local government administration in Georgia. As a consultant, Brown has performed LOST, Service Delivery, SPLOST, TSPLOST, litigation defense, fiscal planning, and a range of analyses for over 150 Georgia cities. Brown Pelican Consulting LLC is registered with the GA Secretary of State and with E-Verify and is licensed to do business in the City of Savannah GA.

Thank you very much for your consideration. I look forward to hearing from you. Sincerely,

*Brown Pelican Consulting LLC  
by Michael B. Brown*

Michael B. Brown  
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912-308-9669  
[mbrown@brownpelicanconsulting.com](mailto:mbrown@brownpelicanconsulting.com)

Accepted by the City of Hampton GA

*Ana K. Jarpley*

Name, Title, Date

*Mayor 12 July 2022*