



# City of Sausalito

## 2018-2020 Resources Allocation Plan and 2018-2024 Capital Improvement Program

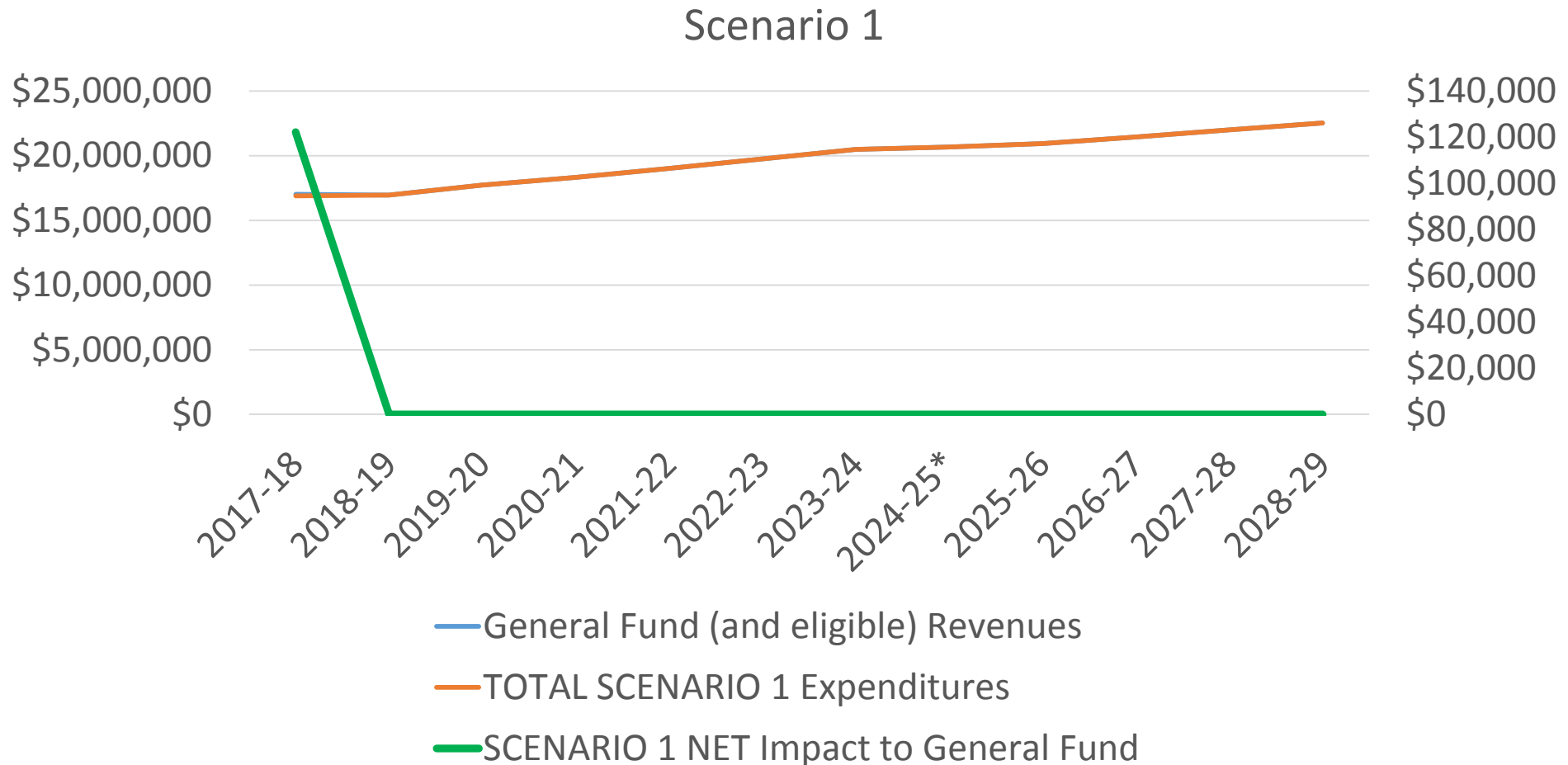
June 26, 2018

# Agenda

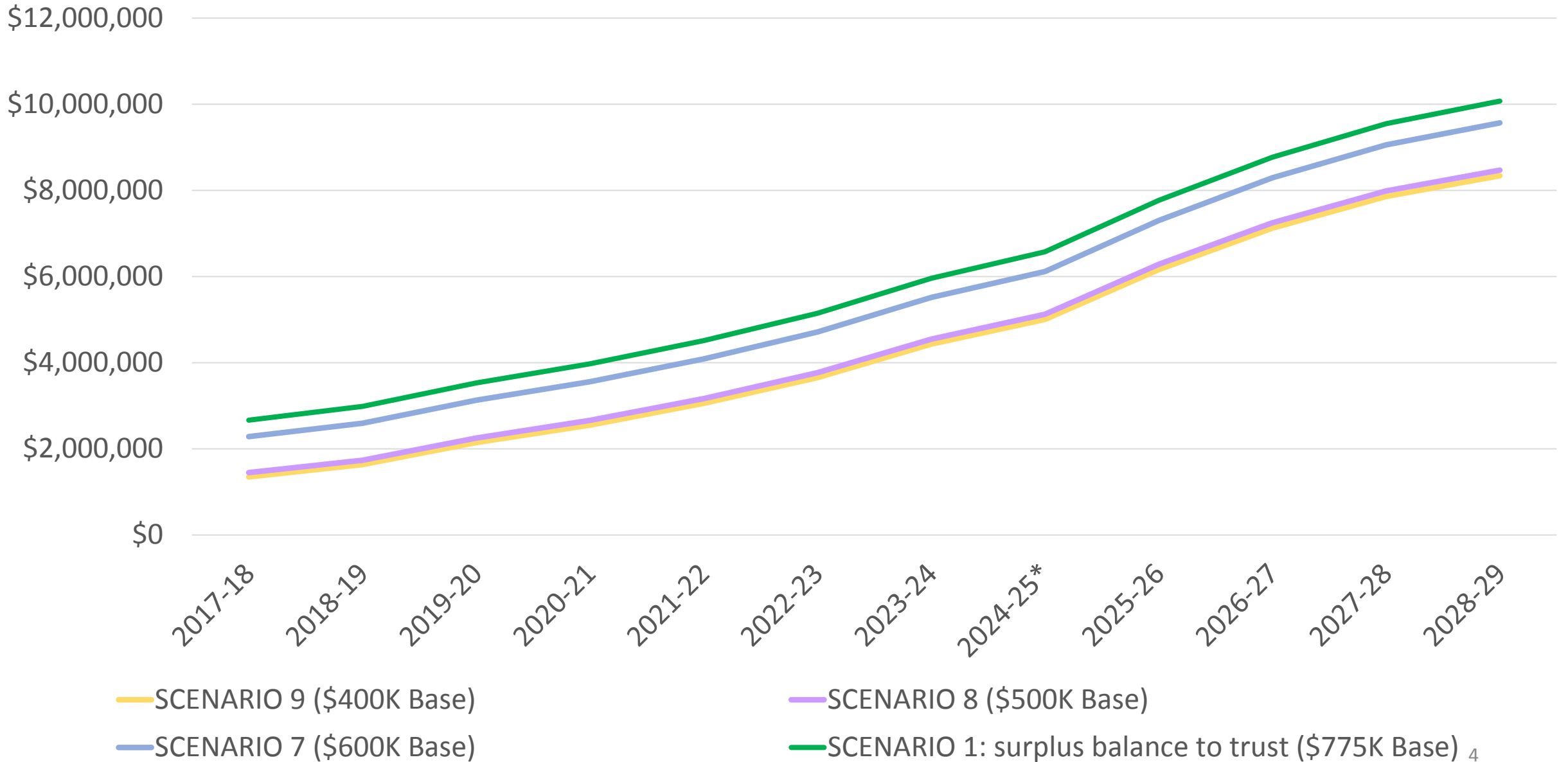
- Pension Trust Funding and Use Options – Additional Scenarios
- Fund Balance Projections and Recommendations
- FY2018-2024 Capital Improvement Program
- FY2018-2020 General Fund Operating Resources Allocation Plan
- FY2018-19 Annual Budget
- Next Steps

# Additional Pension Trust Scenarios

- Council requested to see the impact of changing the FY17-18 Additional Contribution to \$600,000; \$500,000; and \$400,000. The impact to the General Fund is identical to that shown in Scenario 1 with \$775,000 contribution.



# Additional Scenarios Impact to Trust Fund Balance



# General Fund Fund Balance

	General Fund
<b>Balance as of 6/30/17 per the CAFR</b>	<b>\$ 9,578,722</b>
Estimated Change in FY17-18	247,225
<b>Projected Balance as of 6/30/18</b>	<b>9,825,947</b>
Non-Spendable	1,962,157
Required Reserves**	1,450,624
5% Budget Stabilization Policy	807,242
10% Shortfall Reserve Policy	1,614,484
Recommended/ Policy Reserves	1,614,484
Reimburse Operations for Mudslides Cleanup	50,000
Disaster Assistance Fund	977,708
<b>General Fund Cash Available as of 07/01/18</b>	<b>\$ 1,349,247</b>
**Includes Pension Trust	

# Proposed Use of General Fund Balance

<b>General Fund Cash Available as of 07/01/18</b>	<b>\$ 1,349,247</b>
License Plate Readers (phase 2)	100,000
Dunphy Park	
ADA Transportation	
Southview Park	
Parking Lot 2	
Ferry Landing	
Napa Street SD Project	300,000
Gate 6 Road Improvements	
Tecco Mesh & Soil Nail (50% Match)	100,000
MLK Fields and Courts	
Street Repair Program	
<b>NET</b>	<b>849,247</b>
Contribution to Pension Trust	775,000
Economic Development PILOT	50,000
<b>NET SURPLUS</b>	<b>\$ 24,247</b>

<b>Total in Pension Trust as of 06/30/2017</b>	<b>\$ 733,007</b>
Contribution to the Trust	195,390
Additional Contribution to Trust	775,000
Estimated Change in FY17-18	970,390
<b>Projected Balance as of 6/30/18</b>	<b>\$1,703,397</b>

# Other Funds Balances

	MLK Fund (1)	Parking Fund	Tidelands Fund (2)	Sewer Fund	Recreation Grant Fund	Measure O-General CIP	Measure O-ADA
<b>Balance as of 6/30/17</b>	<b>(1,168,626)</b>	<b>3,112,406</b>	<b>(3,196,805)</b>	<b>5,246,073</b>	<b>318,178</b>	<b>-</b>	<b>200,000</b>
Change in FY17-18	(55,000)		(100,000)			1,136,184	
<b>Projected Balance as of 6/30/18</b>	<b>(1,223,626)</b>	<b>3,112,406</b>	<b>(3,296,805)</b>	<b>5,246,073</b>	<b>318,178</b>	<b>1,136,184</b>	<b>200,000</b>
Non-Spendable	(1,956,249)		(4,188,672)				
Required Reserves	506,250			4,861,181			
Recommended/ Policy Reserves	125,000	2,000,000	500,000	275,821			
<b>Cash Available as of 07/01/18</b>	<b>101,373</b>	<b>1,112,406</b>	<b>391,867</b>	<b>109,071</b>	<b>318,178</b>	<b>1,136,184</b>	<b>200,000</b>

(1) Negative balance reflects advance owed to General Fund; (2) Negative balance reflects rent credit for future rents in exchange for financing of bulkhead repairs as unearned revenue.

# Proposed Use of Balances

	MLK Fund	Parking Fund	Tidelands Fund	Sewer Fund	Recreation Grant Fund	Measure O- General CIP	Measure O- ADA	CoPs	Other Contrib.		
<b>Cash Available as of 07/01/18</b>	<b>101,373</b>	<b>1,112,406</b>	<b>391,867</b>	<b>109,071</b>	<b>318,178</b>	<b>1,136,184</b>	<b>311,216</b>	<b>3,400,000</b>	<b>3,350,000</b>	<b>TOTAL</b>	
Dunphy Park		200,000	150,000	75,000		612,054	200,000	1,300,000	115,000	2,652,054	
ADA Transportation							111,216			111,216	Skaff Settlement
Southview Park					318,178	150,000		900,000		1,368,178	Estimated -- Engineer's Estimate in preparation
Parking Lot 2		250,000								250,000	Estimated construction cost -- no plans
Ferry Landing									2,400,000	2,400,000	
Gate 6 Road Improvements									500,000	500,000	
MLK Fields and Courts	100,000							1,200,000		1,300,000	
Street Repair Program						446,000			335,000	781,000	
<b>NET</b>	<b>1,373</b>	<b>662,406</b>	<b>241,867</b>	<b>34,071</b>	<b>-</b>					<b>9,372,448</b>	

(A) Galilee Harbor Parking contribution; (B) Federal Grant; (C) Transportation grant; (D) Gas Tax revenues incl. SB1



# 2018-2023 Capital Improvement Program

<u>Revenues/ Sources</u>	<u>FY18-19 Proposed Budget</u>	<u>FY19-20 Proposed Plan</u>	<u>2020-21 Proposed Plan</u>	<u>2021-22 Proposed Plan</u>	<u>2022-23 Proposed Plan</u>	<u>2023-24 Proposed Plan</u>	<u>Notes</u>
Measure O Sales Tax	1,247,400	1,266,300	1,286,100	1,305,800	1,325,600	1,345,300	Sunsets in 2024-25
Certificates of Participation	2,200,000						
Restricted Streets: Grants, etc.	335,000	340,025	345,125	350,302	355,557	360,890	Includes SB1 continuation
Use of Fund Balances	1,493,178			Emergency Repairs, Dunphy and, Southview Park			
Dedicated Grants	140,000	500,000	1,760,000				Ferry Landing Pass-thru
Dedicated Grants	617,500	368,500	1,035,000	200,000	50,000		- External grant funding
General Fund Transfer	250,000	75,000					General Plan Update
Transfer from Enterprise Fund		85,000	20,000	530,000			
Private Party Contribution	215,000						Match on slide repairs, Dunphy parking
Carry Forward of Prior Year Funding	275,000						
<b>TOTAL</b>	<b>\$6,773,078</b>	<b>\$2,634,825</b>	<b>\$4,446,225</b>	<b>\$2,386,102</b>	<b>\$1,731,157</b>	<b>\$1,706,190</b>	

# 2018-2023 Capital Improvement Program

<b><u>FUNDED by Category</u></b>	<b><u>FY18-19 Proposed Budget</u></b>	<b><u>FY19-20 Proposed Plan</u></b>	<b><u>2020-21 Proposed Plan</u></b>	<b><u>2021-22 Proposed Plan</u></b>	<b><u>2022-23 Proposed Plan</u></b>	<b><u>2023-24 Proposed Plan</u></b>
Accessibility	111,216	126,216	126,216	111,216	111,216	111,216
Buildings/ Facilities	470,000	37,500	745,000	600,000	85,000	-
Information Technology	25,000	25,000	75,000	50,000	25,000	25,000
Parks and Open Space	3,913,362	256,870	-	20,000	-	-
Right of Way (ROW)	1,398,500	1,096,839	1,270,009	875,501	909,941	1,023,298
Storm Water	345,000	447,400	450,000	459,385	600,000	546,676
Studies	250,000	75,000	-	-	-	-
Waterfront	210,000	570,000	1,780,000	270,000	-	-
<b>TOTAL FUNDED</b>	<b>6,773,078</b>	<b>2,634,825</b>	<b>4,446,225</b>	<b>2,386,102</b>	<b>1,731,157</b>	<b>1,706,190</b>

**City of Sausalito**  
**CITYWIDE SUMMARY OF THE CITY OF SAUSALITO BUDGET**  
**FY 2018-19**

Description	Revenues & Transfers In	Expenditures & Transfers Out	Change to Fund Balance	Description	Revenues & Transfers In	Expenditures & Transfers Out	Change to Fund Balance
General Fund	17,114,152	-		<u>Debt Service Funds</u>			
Administration/Finance		1,725,228		Tidelands Loan	72,155	72,155	-
Information Technology		572,689		2006 General Obligation Bonds	733,983	733,983	-
Community Development		1,240,930		<b>Total Debt Service Funds</b>	<b>806,138</b>	<b>806,138</b>	<b>-</b>
Non-Department		3,302,660					
Police		6,080,572		<u>Capital Projects Funds</u>			
Dept of Public Works		1,522,342		General Capital Projects	2,187,400	6,773,078	(4,585,678)
Parks & Recreation		1,670,937		Sewer Capital	-	2,800,000	(2,800,000)
Library		943,693		<b>Total Capital Projects Funds</b>	<b>2,187,400</b>	<b>9,573,078</b>	<b>(7,385,678)</b>
<b>Total General Fund</b>	<b>17,114,152</b>	<b>17,059,051</b>	<b>55,101</b>				

City of Sausalito

CITYWIDE SUMMARY OF THE CITY OF SAUSALITO FY 2018-19 BUDGET

Description	Revenues & Transfers In	Expenditures & Transfers Out	Change to Fund Balance	Description	Revenues & Transfers In	Expenditures & Transfers Out	Change to Fund Balance
				<u>Enterprise Funds</u>			
<u>Special Revenue Funds</u>				Sewer	2,718,859	2,718,212	647
Tidelands Fund	778,282	751,883	26,400	Old City Hall	242,400	235,000	7,400
Traffic Safety	35,000	32,000	3,000	MLK Rental Property	1,460,966	1,460,081	884
Gas Tax	144,000	140,000	4,000	Parking	2,544,266	2,539,716	4,550
				<b>Total Enterprise Funds</b>	<b>6,966,491</b>	<b>6,953,009</b>	<b>13,482</b>
Construction Impact Fees	185,000	185,000	-	<u>Internal Service Funds</u>			
County Measure A and B	80,000	50,000	30,000	Vehicle Replacement		125,000	(125,000)
Storm Drainage	74,500	74,500	-	Worker's Comp	550,000	550,000	-
Stairs	-	-	-	Employee Benefits	140,091	140,091	-
Police Grant	165,000	143,869	21,131	<b>Total Internal Service Funds</b>	<b>690,091</b>	<b>815,091</b>	<b>(125,000)</b>
Recreation Grant	55,000	55,000	-				
<b>Total Special Revenue Funds</b>	<b>1,516,782</b>	<b>1,432,251</b>	<b>84,531</b>				
				Citywide Totals with Transfers In / Out	29,281,054	36,638,618	(7,357,564)
				Less Transfers Between Funds	(5,198,571)	(5,198,571)	-
				<b>Citywide Totals Net of Transfers In / Out</b>	<b>\$24,082,483</b>	<b>\$31,440,047</b>	<b>\$(7,357,564)</b>

# General Fund Revenue Forecast (w/ Proposed Revenues from TOT, Business License Tax, Library Trustees, and Parking\*)

Forecast 06.26.18

<b>General Fund (and eligible) Revenues</b>	<b>2017-18</b>	<b>2018-19</b>	<b>2019-20</b>	<b>2020-21</b>	<b>2021-22</b>	<b>2022-23</b>	<b>2023-24</b>
Use of Prior Year Surplus							
Use of Balance- Legal							
Use of Fund Balance- Trust	650,000						
Property Taxes	4,805,000	5,022,500	5,235,125	5,470,706	5,716,887	5,974,147	6,242,984
Sales Taxes (excl Msr O)	2,380,000	2,345,000	2,397,200	2,363,000	2,411,900	2,460,400	2,509,100
<b>Measure O</b>	1,191,000	1,247,400	1,266,300	1,286,100	1,305,800	1,325,600	1,345,300
TOT	1,555,000	1,600,000	1,632,000	1,939,640	2,253,433	2,577,626	2,912,491
Transfers (Parking, MLK)	2,095,550	2,269,266	2,307,155	2,307,155	2,310,530	2,313,955	2,317,432
Other Transfers	660,791	652,000	650,000	650,000	650,000	650,000	650,000
Business Licenses/ Franchise Fees	1,358,190	1,409,175	1,809,175	1,809,175	1,815,175	1,821,265	1,827,446
Fees, Permits, Etc.	1,858,100	1,912,918	1,968,832	2,025,865	2,084,038	2,143,375	2,203,899
Intergovernmental	30,500	68,660	68,660	68,660	68,660	68,660	68,660
Police Grants	Moved to the Special Revenue Fund (134)						
Rental	297,000	295,000	295,000	299,425	303,916	308,475	313,102
<b>REVENUES</b>	<b>16,881,131</b>	<b>16,821,919</b>	<b>17,629,447</b>	<b>18,219,725</b>	<b>18,920,340</b>	<b>19,643,504</b>	<b>20,390,414</b>

\* Itemized on Slide 18

# General Fund Expenditure Forecast (adjusted\*)

<b>General Fund Expenditures</b>	<b>2017-18</b>	<b>2018-19</b>	<b>2019-20</b>	<b>2020-21</b>	<b>2021-22</b>	<b>2022-23</b>	<b>2023-24</b>
CalPERS UAAL	1,487,326	1,393,417	1,647,999	1,848,050	2,097,000	2,315,200	2,468,800
<b>Measure O Transfer to Capital</b>	1,191,000	1,247,400	1,266,300	1,286,100	1,305,800	1,325,600	1,345,300
Transfers (excl Msr O)	557,403	211,459	236,453	313,000	313,000	313,000	313,000
<b>SUBTOTAL</b>	<b>3,235,729</b>	<b>2,852,276</b>	<b>3,150,752</b>	<b>3,447,150</b>	<b>3,715,800</b>	<b>3,953,800</b>	<b>4,127,100</b>
Salaries	6,421,000	6,814,080	6,984,431	7,159,042	7,338,018	7,521,469	7,709,506
Other Benefits	1,330,248	1,510,410	1,585,931	1,665,227	1,748,489	1,835,913	1,927,709
Workers' Compensation	328,467	452,301	474,916	498,661	523,595	549,774	577,263
Contributions to Trust	192,630	204,422	209,533	214,771	220,141	225,644	231,285
Additional Contribution to Trust	775,000						
CalPERS Normal	705,421	960,235	1,014,609	1,085,632	1,161,626	1,242,940	1,329,946
Professional Services	1,800,187	1,897,945	1,802,577	1,802,577	1,802,577	1,802,577	1,802,577
Operations	810,957	775,058	784,981	824,981	789,981	794,981	794,981
Other Services	685,307	778,784	790,465	802,322	814,357	826,572	838,971
Supplies	528,650	474,547	476,287	483,431	483,431	483,431	483,431
FFE (Capital)	51,550	46,750	46,954	46,954	46,954	46,954	46,954
<b>EXPENDITURES</b>	<b>16,865,147</b>	<b>16,766,808</b>	<b>17,321,436</b>	<b>18,030,750</b>	<b>18,644,969</b>	<b>19,284,056</b>	<b>19,869,723</b>
<b>NET</b>	<b>15,984</b>	<b>55,111</b>	<b>308,011</b>	<b>188,975</b>	<b>275,371</b>	<b>359,448</b>	<b>520,692</b>

\* Itemized on Slide 18

# Proposed Adjustments

Adjustments	2017-18 Estimate	2018-19 Proposed	2019-20 Plan	2020-21 Plan	2021-22 Plan	2022-23 Plan	2023-24 Plan
Friends of the Library Contributions		17,656	17,656	17,656	17,656	17,656	17,656
Suspend transfers to Vehicle Replacement Fund		(101,541)	(76,547)	-	-	-	-
Department Savings- postpone discretionary purchases		(50,000)	(40,000)	(35,000)	(35,000)	(30,000)	(30,000)
Increase Fees - Demand Parking		100,000	150,000	150,000	152,250	154,534	156,852
Increase Parking Revenues		50,000	75,000	75,000	76,125	77,267	78,426
Business License Tax Increase			400,000	400,000	406,000	412,090	418,271
Increase TOT				275,000	275,000	279,125	283,312
Include funding for Historical Society, Hospitality Business Development, Chamber Kiosk		31,000	31,000	31,000	31,000	31,000	31,000
Include funding for License Plate Readers (phase 2)	100,000						
<b>TOTAL Adjustments</b>	<b>100,000</b>	<b>47,115</b>	<b>557,109</b>	<b>913,656</b>	<b>923,031</b>	<b>941,672</b>	<b>955,517</b>

City of Sausalito

CITYWIDE SUMMARY OF THE CITY OF SAUSALITO DRAFT FY 2018-19 BUDGET

Description	Revenues & Transfers In	Expenditures & Transfers Out	Change to Fund Balance	Description	Revenues & Transfers In	Expenditures & Transfers Out	Change to Fund Balance
General Fund	17,114,152	-		<u>Debt Service Funds</u>			
Administration/Finance		1,725,228		Tidelands Loan	72,155	72,155	-
Information Technology		572,689		2006 General Obligation Bonds	733,983	733,983	-
Community Development		1,240,090		<b>Total Debt Service Funds</b>	<b>806,138</b>	<b>806,138</b>	-
Non-Department		3,302,660					
Police		6,080,572		<u>Capital Projects Funds</u>			
Dept. of Public Works		1,522,342		General Capital Projects	2,187,400	6,773,078	(4,585,678)
Parks & Recreation		1,670,937		Sewer Capital	-	2,800,000	(2,800,000)
Library		943,693		<b>Total Capital Projects Funds</b>	<b>2,187,400</b>	<b>9,573,078</b>	<b>(7,385,678)</b>
<b>Total General Fund</b>	<b>17,114,152</b>	<b>17,059,051</b>	<b>55,101</b>				



City of Sausalito

CITYWIDE SUMMARY OF THE CITY OF SAUSALITO DRAFT FY 2018-19 BUDGET

Description	Revenues & Transfers In	Expenditures & Transfers Out	Change to Fund Balance	Description	Revenues & Transfers In	Expenditures & Transfers Out	Change to Fund Balance
<u>Special Revenue Funds</u>				<u>Enterprise Funds</u>			
Tidelands Fund	778,282	751,883	26,400	Sewer	2,718,859	2,718,212	647
Traffic Safety	35,000	32,000	3,000	Old City Hall	242,400	235,000	7,400
Gas Tax	144,000	140,000	4,000	MLK Rental Property	1,460,966	1,460,081	884
Construction Impact Fees	185,000	185,000	-	Parking	2,544,266	2,539,716	4,550
County Measure A and B	80,000	80,000	-	<b>Total Enterprise Funds</b>	<b>6,966,491</b>	<b>6,953,009</b>	<b>13,482</b>
Storm Drainage	74,500	74,500	-	<u>Internal Service Funds</u>			
Stairs	-	-	-	Vehicle Replacement		125,000	(125,000)
Police Grant	165,000	143,869	21,131	Worker's Comp	550,000	550,000	-
Recreation Grant	55,000	55,000	-	Employee Benefits	140,091	140,091	-
<b>Total Special Revenue Funds</b>	<b>1,516,782</b>	<b>1,432,251</b>	<b>84,531</b>	<b>Total Internal Service Funds</b>	<b>690,091</b>	<b>815,091</b>	<b>(125,000)</b>
		Citywide Totals with Transfers In / Out			29,281,054	36,638,618	(7,357,564)
			Less Transfers Between Funds		(5,198,571)	(5,198,571)	-
		<b>Citywide Totals Net of Transfers In / Out</b>			<b>\$24,082,483</b>	<b>\$31,440,047</b>	<b>\$(7,357,564)</b>

# Additional Budget Request for Consideration

- \$50,000 for Economic Development (one-time PILOT) – included in proposed Budget Resolution
- \$30,000 for continued Code Enforcement (brings total to \$50,000)
  - Use \$30,000 of projected FY18-19 Balance
  - Reduces future surplus by \$30,000 annually.
  - If desired, amend the proposed Budget Resolution to reflect the increase in expenditures for Community Development by \$30,000.

# Next Steps

- Enabling resolutions for adoption
  - GANN Limit Resolution
  - Salary Schedules Resolution
  - FY18-19 Budget Adoption Resolution
- July meetings
  - Pension Trust Policy Resolution
  - Discussion and direction regarding
    - Business License Tax, Transient Occupancy Tax, Demand Parking, Marijuana Tax, Short-term Rentals, Fee Schedule, ...

# 2018-2023 Capital Improvement Program

<b>UNFUNDED by Category</b>	<b><u>FY18-19 Proposed Budget</u></b>	<b><u>FY19-20 Proposed Plan</u></b>	<b><u>2020-21 Proposed Plan</u></b>	<b><u>2021-22 Proposed Plan</u></b>	<b><u>2022-23 Proposed Plan</u></b>	<b><u>2023-24 Proposed Plan</u></b>
Accessibility	-	-	-	-	-	-
Buildings/ Facilities	-	250,000	415,000	-	-	-
Information Technology	100,000	75,000	-	156,000	-	-
Parks and Open Space	-	-	42,000	-	-	-
Right of Way (ROW)	-	155,000	730,000	100,000	3,400,000	2,000,000
Storm Water	-	-	275,000	250,000	-	-
Studies	-	-	-	-	-	-
Waterfront	-	-	-	-	-	-
<b>TOTAL UNFUNDED</b>	<b>100,000</b>	<b>480,000</b>	<b>1,462,000</b>	<b>506,000</b>	<b>3,400,000</b>	<b>2,000,000</b>
<b>TOTAL PROJECTS PRESENTED</b>	<b>6,873,078</b>	<b>3,114,825</b>	<b>5,908,225</b>	<b>2,892,102</b>	<b>5,131,157</b>	<b>3,706,190</b>

# Capital Projects (2018-2020)

Items in **Blue** are dependent on grant funds.

<u>Project Description</u>	<u>FY2018-19 Proposed</u>	<u>FY2019-20 Plan</u>
ADA - Traffic, Trans Projects	\$111,216	\$111,216
Street Repair Program	\$781,000	\$730,839
Dunphy Park	\$2,612,054	-
Southview Park	\$1,261,308	\$106,870
Parking Lot 2	\$250,000	-
<b>Ferry Landing</b>	<b>\$240,000</b>	<b>\$500,000</b>
Napa Street SD Project	\$300,000	-
General Plan Update	\$250,000	\$75,000
<b>Gate 6 Road Improvements</b>	<b>\$500,000</b>	<b>-</b>
Tecco Mesh & Soil Nail	\$200,000	-
IT Strategic Plan Implementation	\$25,000	\$25,000
Gordon St SD Project	\$25,000	\$40,000
Storm Drain Master Plan	\$20,000	-
<b>Bridgeway Medians</b>	<b>\$17,500</b>	<b>-</b>
<b>Wave Attenuator Study and Design (includes \$10,000 City match)</b>	<b>\$20,000</b>	<b>-</b>
<b>Traffic Signal Upgrades</b>	<b>\$100,000</b>	<b>\$100,000</b>
City Civic Center Landscape Beautification	\$20,000	-

# Capital Projects (2018-2020)

Items in **Blue** are dependent on grant funds.

<u>Project Description</u>	<u>FY2018-19 Proposed</u>	<u>FY2019-20 Plan</u>
Turn Pocket Extension Bridgeway to Marinship -- design phase	-	\$66,000
Shoreline Rip Rap Replacement	-	\$20,000
Turney St. Gangway	-	\$50,000
City Cascais Sister City Calçadas Project	-	\$50,000
Mary Sears Park	-	\$15,000
Library Remodel	-	\$10,000
Library ADA	-	\$10,000
Remodel Friends of the Library Bookstore to include meeting space	-	\$2,500
Cypress Ridge Vegetation Removal	-	\$20,000
Winter Slide & Roadway Repairs -- permanent repairs (note -- claims pending at Caledonia/San Carlos site)	-	\$200,000
Storm Drain Replacement (in ROW)	-	\$50,000
Annual Storm Drain Capital Projects		\$357,400
Update/ Install Solar Panels @ MLK	-	\$15,000
Small Park Improvements	-	\$80,000
<b>TOTAL</b>	<b>\$6,773,078</b>	<b>\$2,634,825</b>

# General Fund Forecast Assumptions

Assumptions	2018-19 Proposed	2019-20 Plan	2020-21 Plan	2021-22 Plan	2022-23 Plan	2023-24 Plan
Property Tax Reveue	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%
Sales Tax Revenue (per Avenue 05.18 report)	-1.47%	2.23%	-1.43%	2.07%	2.01%	1.98%
Measure O	4.74%	1.52%	1.56%	1.53%	1.52%	1.49%
TOT	2.89%	2.00%	18.85%	16.18%	14.39%	12.99%
Transfers (Parking, MLK)	8.29%	1.67%	0.00%	0.15%	0.15%	0.15%
<b>TOTAL REVENUES</b>	<b>1.14%</b>	<b>4.56%</b>	<b>3.33%</b>	<b>3.82%</b>	<b>3.80%</b>	<b>3.78%</b>
CalPERS UAAL (per CalPERS)	-6.31%	18.27%	12.14%	13.47%	10.41%	6.63%
Salaries	6.03%	2.50%	2.50%	2.50%	2.50%	2.50%
Other Benefits	14.37%	5.00%	5.00%	5.00%	5.00%	5.00%
Workers' Compensation	37.70%	5.00%	5.00%	5.00%	5.00%	5.00%
Contributions to Trust	6.03%	2.50%	2.50%	2.50%	2.50%	2.50%
CalPERS Normal	36.12%	5.66%	7.00%	7.00%	7.00%	7.00%
Professional Services*	5.43%	-5.02%	0.00%	0.00%	0.00%	0.00%
Operations	-4.44%	1.29%	5.10%	-4.24%	0.63%	0.00%
Other Services	13.64%	1.50%	1.50%	1.50%	1.50%	1.50%
Supplies	-10.23%	0.37%	1.50%	0.00%	0.00%	0.00%
FFE (Capital)	-9.31%	0.44%	0.00%	0.00%	0.00%	0.00%
<b>TOTAL EXPENDITURES</b>	<b>1.76%</b>	<b>3.31%</b>	<b>4.09%</b>	<b>3.41%</b>	<b>3.43%</b>	<b>3.04%</b>

# Staffing Summary

<b>Full-time Equivalents</b>	<b>FY13-14</b>	<b>FY14-15</b>	<b>FY15-16</b>	<b>FY16-17</b>	<b>FY17-18</b>	<b>FY18-19 Proposed</b>	<b>FY19-20 Plan</b>
Administration	11	11	12	12	12	12	12
Community Development	7	7	7	7	7	7	7
Library	5	5	5	5	5	5	5
Parks & Recreation	9	9	9	9	9	9	9
Police Total	24	24	25	26	26	26	26
<b>Public Works</b>	15	14	14	14	14	14	14
<b>Grand Total</b>	<b>71</b>	<b>70</b>	<b>72</b>	<b>73</b>	<b>73</b>	<b>73</b>	<b>73</b>



# Staffing Summary (Other Positions)

<b>Part Time Positions (*counts vary; budget and service demand determined)</b>	<b>Department</b>	<b>FY13-14</b>	<b>FY14-15</b>	<b>FY15-16</b>	<b>FY16-17</b>	<b>FY17-18</b>	<b>FY18-19 Proposed</b>	<b>FY19-20 Plan</b>
Library Page*	Library							
Library Assistant*	Library							
Recreation Leader*	Parks & Recreation							
Parking Enforcement Officer (2 half-time)	Police					0.5	0.5	0.5
Parking Analyst	Police					1	1	1
Seasonal Police Officer	Police					1	0.5	0.5
Emergency Service Coordinator	Police				0.5	0.5	0.5	0.5
Harbor Assistant*	Police					0.5	0.5	0.5
Harbor Patrol	Police					0.5	0.5	0.5

# Staffing Summary (Other Positions)

<b>Contract Roles (*counts vary; budget and service demand determined)</b>	<b>Department</b>	<b>FY13-14</b>	<b>FY14-15</b>	<b>FY15-16</b>	<b>FY16-17</b>	<b>FY17-18</b>	<b>FY18-19 Proposed</b>	<b>FY19-20 Plan</b>
City Attorney	Administration	1	1	1	1	1	1	1
Building Official*	Community Development							
Building Inspector*	Community Development							
Code Enforcement Inspector*	Community Development							
Building and Planning Plan Review*	Community Development							
Recreation Instructor*	Parks & Recreation							
Evidence Technician (Shared Service)	Police		0.5	0.5	0.5	0.5	0.5	0.5
Construction Management*	Public Works							
Engineering Plan Review*	Public Works							

# 2018-20 Discussion Items

Discussion Items Included in the Budget							
#	Fund	Item	Description	Need	Cost	Options	Existing/ New
1	GF	Part-time Sworn Emergency Management	Add part-time position to provide emergency management planning and coordination instead of staff sergeant.	Emergency management planning and coordination is increasingly consuming patrol sergeant's time taking away from direct citizen service.	\$28,800	Use part-time position for targeted expertise in lieu of additional full-time sworn officer. Dedicated emergency management is requirement of many grants and disaster reimbursement.	Implemented in 2016; staff recommends continuing
2	GF	Code Enforcement Officer	Dedicated contract staff for code enforcement and building inspection activity.	High Volume of permits, inspection activity; ongoing need for code enforcement. Does not address short-term rental enforcement.	\$20,000	Contract with CSG for response focused schedule code enforcement	Implemented in 2016
3	GF	CARSS Funding	Provides "Age Friendly" services		\$22,000	staff recommends; unique service	Reviewed in 2016

# 2018-20 Discussion Items

Discussion Items Included in the Budget							
#	Fund	Item	Description	Need	Cost	Options	Existing/ New
4	GF	Sister Cities Govt Expenses	City activities that support the Sister Cities program including dignitary visits.		\$2,500	staff recommends; unique service	Reviewed in 2016
5	GF	JPA CATV Consulting	Production of City meetings online.		\$25,000	Staff recommends; unique service	Reviewed in 2016
6	GF	Upgrade Admin. Aide	Address complexity and backlog in Engineering with Engineering Technician role, replacing the Administrative Aide	Workload in Engineering and Public Works has evolved to include more technical and fiscal analysis, permit processing, and database management beyond that included in the Administrative Aide classification.	\$6,824	Position replaces an existing position and is a member of SEIU. The hire is subject to PEPR and costs reflect total addition due to salary, pension, and other benefits. Contract services have not been located to fill this need; staff has reached out to several agencies and other public employers. This upgrade is strongly recommended to improve internal controls and improve customer service.	

# 2018-20 Discussion Items

Discussion Items Included in the Budget							
#	Fund	Item	Description	Need	Cost	Options	Existing/ New
7	GF	Foreman in lieu of DPW Division Manager; Finance Committee recommended trial with contractor.	Foreman to manage landscape activities and increase contracted services.	With increased maintenance of new and improved infrastructure and beautification projects, there is need for working supervisor to manage resources including contracts.	\$75,000	Moved DPW Supervisor to Landscape Maintenance Division in Parks & Recreation; increased contract services by \$125,000 for landscape activities; staff recommends retaining \$75,000 total for maintenance.	Implemented in 2016
8	GF	<del>Coplogic DORS (Desk Officer Reporting System)</del>	-	<del>One-time fee of \$7,700 and annual fee of \$5,500.00</del>	<del>\$13,200</del>	<del>Contractual issues among Coplogic, Tiburon, &amp; the Marin County Sheriff's Office caused delay</del>	<del>Originally budgeted in FY2016-17</del>

# 2018-20 Discussion Items

Discussion Items Included in the Budget							
#	Fund	Item	Description	Need	Cost	Options	Existing/ New
9	GF	Contract Negotiator	Contract with independent labor negotiator as recommended by Grand Jury in COIN.	COIN recommendation to hire outside negotiator to represent City Council in labor contract talks (\$100,000); conduct compensation comparison study (\$5,000-25,000)	\$105,000	Determine Mgt/Confidential status w/ negotiator; use CM, ASD, and HR Mgr. for POA and SEIU	New
10	GF	Communications Services	Contract Services for design, editing, ...	Support enhanced Communications efforts	\$3,100		
11	GF						
				TOTAL	\$301,424		

# 2018-20 Discussion Items

Discussion Items Now Included in the Budget (Identified by Finance Committee)								
#	Fund	Item	Description	Need	Cost	Options	Existing/ New	
11	GF	Business Hospitality Committee	Support activities recommended by the Business Hospitality Committee aimed to encourage hospitality business success.		\$11,000 <del>\$30,000</del>	Reduce request to \$11,000 as itemized by Committee Chairs	Reviewed in 2016	
12	GF	Chamber Kiosk	Contribute to the ongoing maintenance and operation of the Chamber of Commerce welcome kiosk.		\$5,000 <del>\$11,000</del>	Reduce request to \$5,000 per Chamber President	Reviewed in 2016	
13	GF	Historical Society/ Visitor Center Docent Program				\$15,000		Reviewed in 2016
				<b>TOTAL</b>	<b>\$31,000</b>			

1C	License Plate Readers (Add'l)	Expand locations for additional license plate readers, tracking vehicle activity and providing alerts of suspicious vehicle behavior.	Property crimes are aided by quick and relatively unnoticed access to vehicles. Sausalito has seen marked success in using License Plate Readers to identify and deter crimes.		<b>\$100,000</b>	Ongoing maintenance costs of \$12,000. PILOT completed with 3 locations in FY2016-17
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# 2018-20 Discussion Items

Discussion Items Not Included in the Budget							
#	Fund	Item	Description	Need	Cost	Considerations/ Options	Existing or New
1	GF	Part-time Sworn Patrol	Increase part-time sworn staff to 2 positions; primarily motorcycle or bike patrol during peak season.	There is a need for increased coverage during peak season. Using part-time sworn officers during peak times leverages sworn staff resources to meet service demand more efficiently.	\$ 38,500	Use additional part-time position per POST report recommended.	Implemented in 2016



# 2018-20 Discussion Items

Discussion Items Not Included in the Budget							
#	Fund	Item	Description	Need	Cost	Considerations/ Options	Existing or New
4	GF	Business Development activities			\$10,000	Reviewed in 2016	
6	GF	Historical Preservation Consulting	For past 5(+/-) years, included \$30,000 for expertise related to projects and Marinship	Nomination of shipways office buildings to local historic register; consider National Register; Citywide Historic Context Statement and Resources Inventory	\$35,000	Proposed budget includes additional \$20,000 for inventory and additional expert services*	Recurring item related to Strategic Plan initiatives
7	GF	<del>Replace City Librarian hours on Reference Desk</del>	<del>7 hrs/week, hourly employees</del>	<del>Will make Director of Communications job less onerous</del>	<del>\$11,000</del>		

\* \$60K will pay for Inventory; Annual expenditures can be reduced w/ Inventory by \$5,000.

# 2018-20 Discussion Items

Discussion Items Not Included in the Budget							
#	Fund	Item	Description	Need	Cost	Considerations/ Options	Existing/New
8	GF	Pilot Contract Assistant Building Inspector/ Code Enforcement Officer	Dedicated contract staff for code enforcement and building inspection activity.	High Volume of permits, inspection activity; ongoing need for code enforcement. Does not address short-term rental enforcement.	\$65,000	Increase contract with CSG or other vendor. (\$85/hr. * 1000 hrs). Staff recommends retaining \$20,000 for dedicated response.	Implemented in 2016
9	GF	Contract Foreman for Landscape	Foreman to manage landscape activities and increase contracted services.	With increased maintenance of new and improved infrastructure and beautification projects, there is need for working supervisor to manage resources including contracts.	\$50,000	Moved DPW Supervisor to Landscape Maintenance Division in Parks & Recreation; increased contract services by \$125,000 for landscape activities; staff recommends retaining \$75,000 total for maintenance.	Implemented in 2016
				TOTAL OPERATING	\$234,500		

# 2018-20 Discussion Items

Discussion Items Not Included in the Budget					
#	Item	Description	Need	Cost	Considerations/ Options
1C	Body Cameras	Body worn cameras to film police interactions	The City has received less than 1 complaint on average for the past several years indicating low need for officer monitoring.	\$88,593	First 2 years of 5 year contract= \$88,593.20 Last 3 years of 5 year contract = \$116,275.50
2C	EOC Technology Upgrade		Enhanced ability to manage an emergency/disaster in Sausalito, monitor and assist in managing events	\$30,000	
3C	Downtown Surveillance Cameras	Wi-Fi enabled cameras in downtown near Ferry landing	Provides ability to monitor activities remotely and gather visual evidence of activities in downtown area.	\$130,000	Includes 4 cameras, annual storage of video compliant with law, employee to review video and respond to PRAs.
			<b>TOTAL DEPARTMENT CAPITAL</b>	<b>\$348,593</b>	

# Revenue Options

Description	Revenue Options	Action	Action Timeline	Receipts Timeline	Estimated Revenue	Notes
Impact Fees	Stormwater, Parks, Trees, ...	Study, Council vote	.5-1 year	1.5 year	TBD	
<b>Demand Parking</b>	<b>Increase hourly and fixed rates for weekends and summer months</b>	<b>Council vote</b>		<b>3 mo. - 1 yr.</b>	<b>150,000</b>	<b>Cost of new signage and programming &lt;\$10K</b>
<b>Business License Tax</b>	<b>Double current rates; per owners, are well below the area</b>	<b>Election</b>	<b>1 year</b>	<b>1.5-2 years</b>	<b>400,000</b>	<b>Existing collection mechanism</b>
Short-Term Rental	TOT	Council vote	30 days'	3-6 months	243,000	Contract collections and enforcement; 25% of receipts fee incld; assumes 90 days per year limit per property
Marijuana Storefront	Sales Tax (current structure)	Council vote	30 days'	3-6 mo.	150,000	assumes \$10M annual sales; Unlikely to be realized for several years.
	Business License	Council vote	30 days'	3-6 mo.	10,000	
	Additional Sales/Excise Tax (+10%)	Election	1 year	1.5-2 years	1,000,000	
Marijuana Distribution	Business License and Additional Sales Tax options.	Council vote/ Election	1 year	1.5-2 years	TBD	

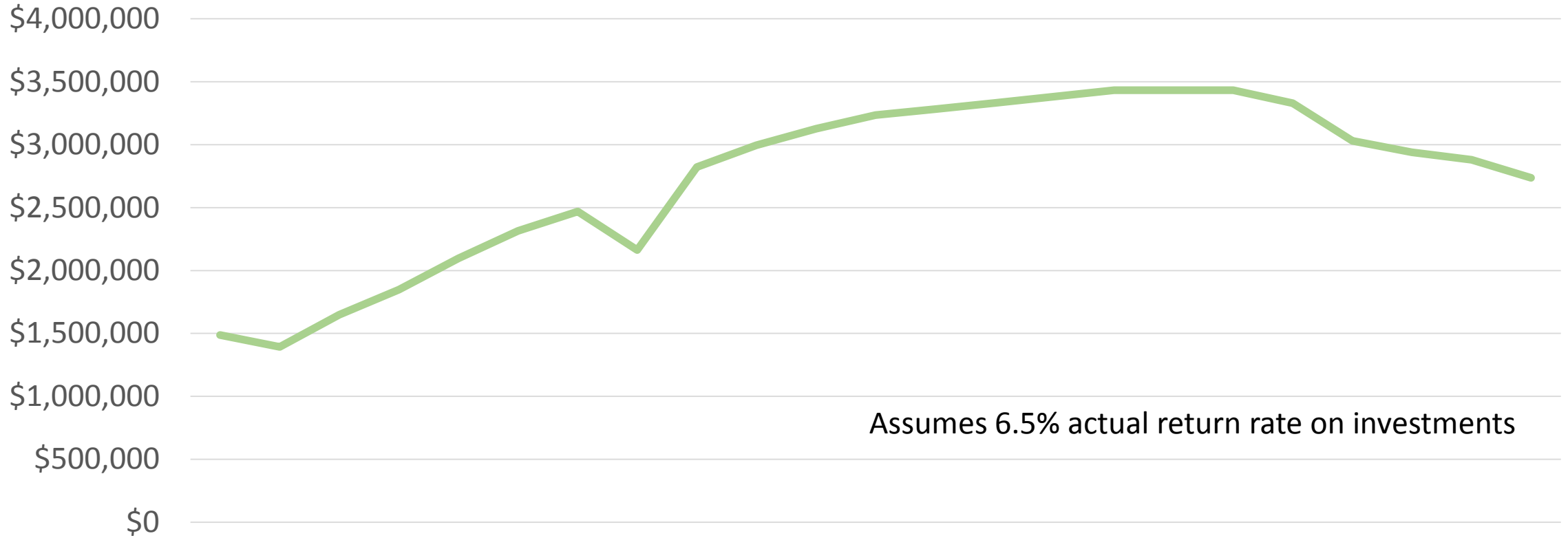
# Revenue Options

Description	Revenue Options	Action	Action Timeline	Receipts Timeline	Estimated Revenue	Notes
Insurance Archaeology	2 test cases in process	Council vote	6 months	.5 - 1 year	unknown	
<b>Increase TOT</b>	<b>Transit Occupancy Test (+2%)</b>	<b>Election</b>	<b>1 year</b>	<b>1.5-2 years</b>	<b>275,000</b>	<b>assumes current rate of occupancy</b>
SB231: Stormwater Utility	Establish Stormwater Utility as part of or separate from Sewer Utility and establish base rates subject to 218 process.	Study, election	2 years	3 years	TBD	
Tax on Marina Slips	Rate to be researched	Election	1 year	1.5-2 years	TBD	
Grant Funding	Solicit grants for operations and capital	TBD	TBD	TBD	TBD	Research and apply for unidentified grants

# Pension Trust Funding and Usage

- Underlying the iterative forecast information is the impact to the City's pension obligations from changes made by CalPERS, particularly related to the amortization of unfunded liability.
- The City Council received a presentation from Doug Pryor with the City's actuaries, Bartel Associates the first of May and staff has provided analysis to the Finance Committee several times over the Spring. The projected unfunded annual actuarial liability (UAAL) is shown on slide 20, indicating peak and eventual drop off.
- Bartel Associates has recommended the City adopt a policy in which annual surplus balances in the General Fund be split between capital projects, the pension trust, and fund balance. The Finance Committee is recommending a similar policy to commit surplus to the trust and evaluate the City's forecast annually to adjust if needed.
- A fundamental focus is on how the City funds and plans to use the trust established in 2015 to assist in minimizing the impact of increased required pension contributions.
- The Strategic Plan, adopted in January, clearly establishes that the City will adopt strategies to balance its long-term financial forecast over the next two years which will include evaluation and monitoring of the pension situation. A total of six scenarios have been developed and the Finance Committee is recommending the #1 as the most flexible and providing the most opportunity for adjustment as information changes.

# Projected Unfunded Annual Accrued Liability Payment



2017-18 2018-19 2019-20 2020-21 2021-22 2022-23 2023-24 2024-25 2025-26 2026-27 2027-28 2028-29 2029-30 2030-31 2031-32 2032-33 2033-34 2034-35 2035-36 2036-37 2037-38 2038-39 2039-40

	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28
UAAL Projected	1,487,326	1,393,417	1,647,999	1,848,050	2,097,000	2,315,200	2,468,800	2,163,000	2,822,000	2,995,000	3,126,000

# Pension Trust Scenarios

The impact to the General Fund is illustrated on the following slides (24-29). The left hand axis shows Revenue and Expenditures; the right hand axis shows the net impact to the General Fund. The ideal situation is a flatter green (net impact) line that remains positive as much as possible. Please note in all scenarios the General Fund continues to contribute 3% of payroll each year to the trust as is currently the practice.

- **Scenario 1:** Contribute \$650,000 from GF Fund Balance in FY2017-18 and commit any Annual Surplus to the Pension Trust. The Finance Committee and staff recommend this approach. (Slide 24)
- **Scenario 2:** Contribute \$700,000 from GF Fund Balance in FY2017-18 and commit any Annual Surplus to the Pension Trust plus \$100,000 annually. Begin using the trust in FY2026-27.
- **Scenario 3:** Contribute \$400,000 from GF Fund Balance in FY2017-18 and no further additional contributions. Begin using the trust in FY2029-30.



# Pension Trust Scenarios

- Scenario 4: Contribute \$400,000 from GF Fund Balance in FY2017-18 and additional contributions ranging from \$290,000 to \$970,000 annually to build the trust up for use beginning in FY2025-26. Trust ends in FY2034-35.
- Scenario 5: Make no adjustments to revenues or expenditures; use trust to balance and buy time for longer term initiatives. Trust ends in FY2023-24.
- Scenario 6: Contribute \$700,000 from GF Fund Balance in FY2017-18 and additional contributions annually ranging from \$950,000 to \$1.4M that aggressively build-up the trust for use beginning in FY2025-26. Trust ends in FY2040-41.

# Scenario 1: Contribute Surplus Balance Policy

- Contribute initial \$650,000 from balance to trust; Annual Surplus to Trust
- Increase revenue and decrease expenditures as noted on Slide 11

Scenario 1

