

Mid-Year Budget Report

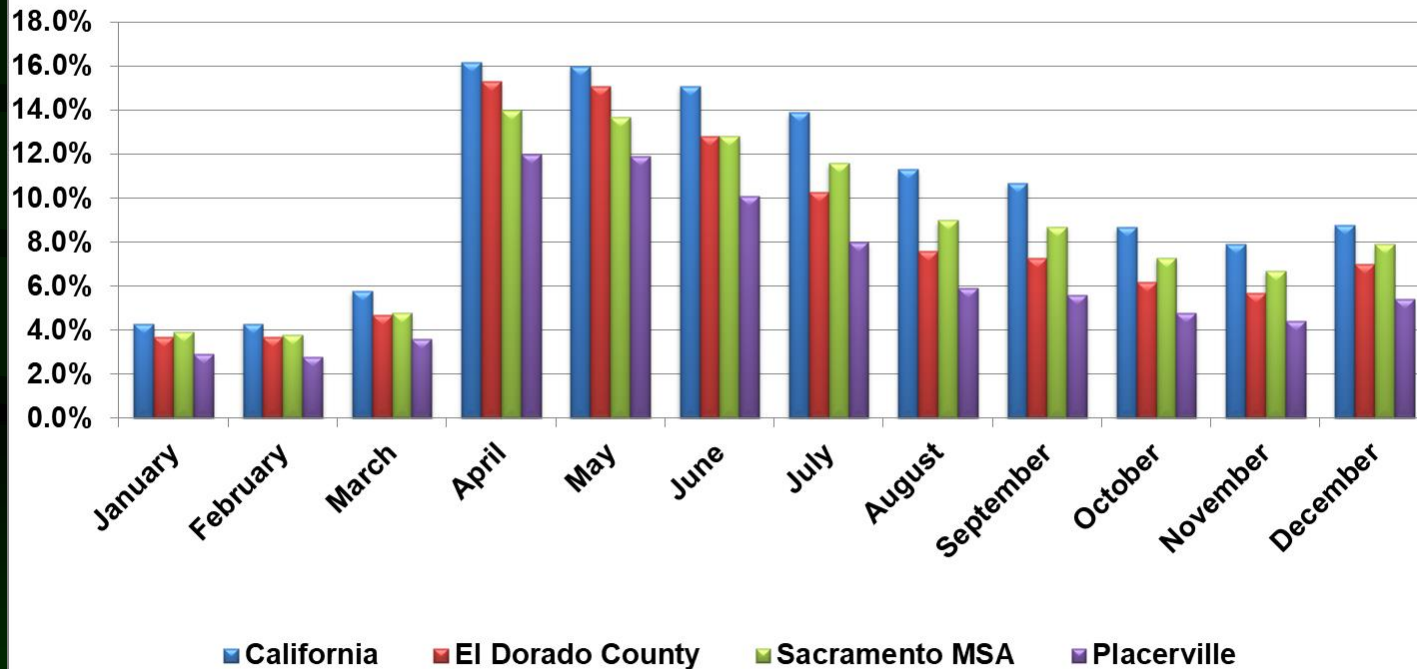


City of Placerville, California
March 9, 2021

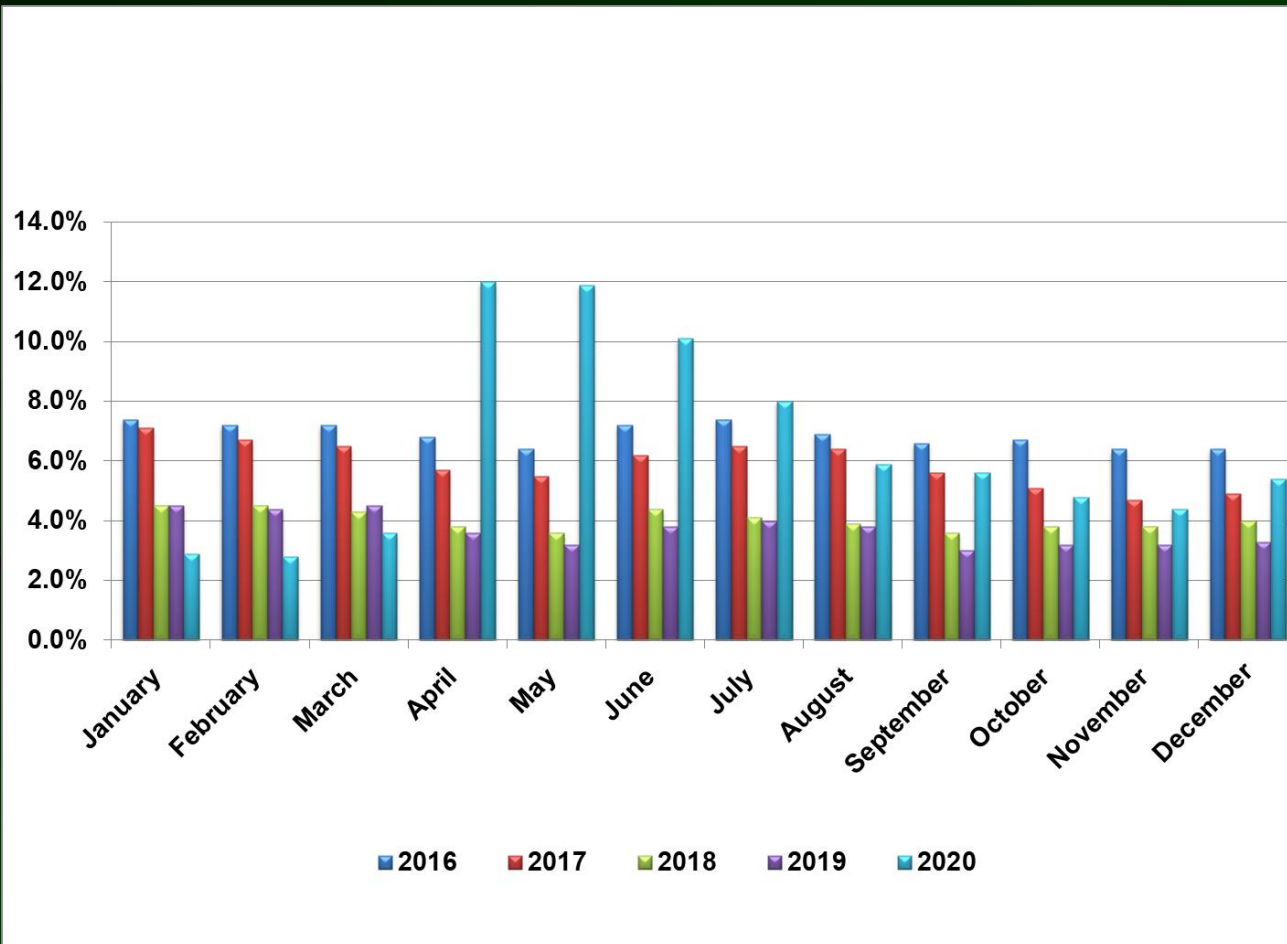
Overview

- How is the local economy doing?
 - Review local economic climate
- Is the City living within its means?
 - Focus on the General Fund
 - Update on all other operating funds

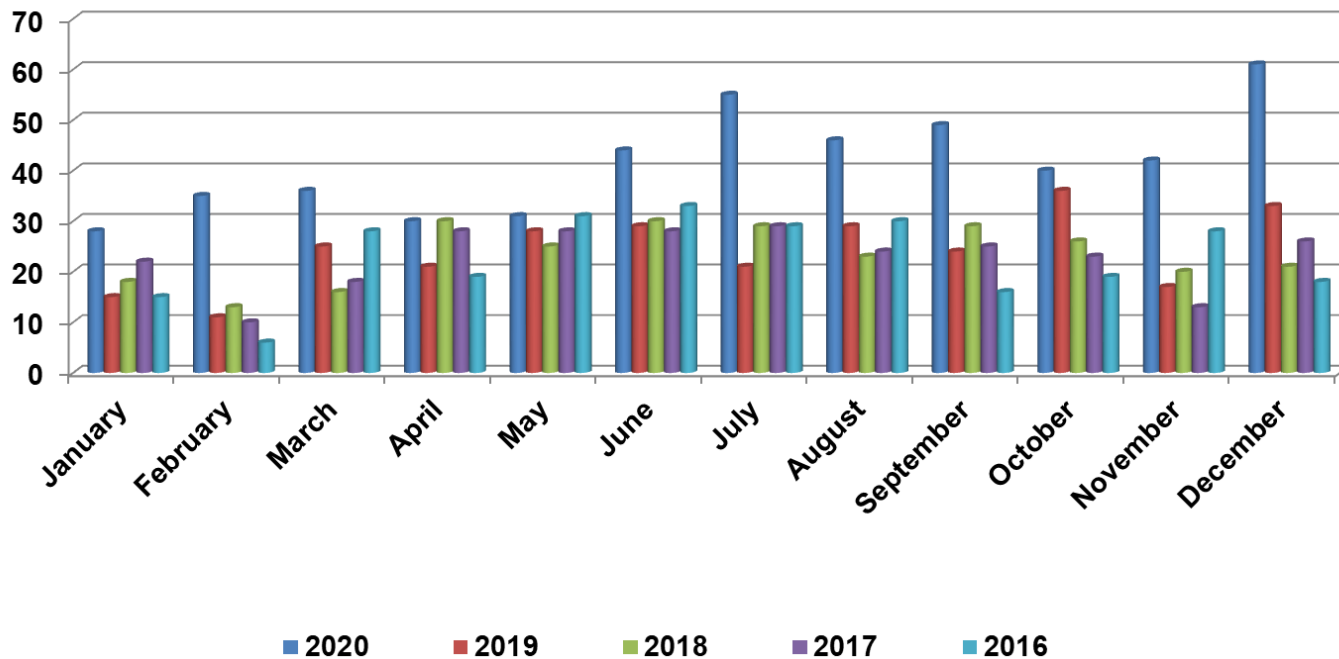
2020 Regional Unemployment Rates



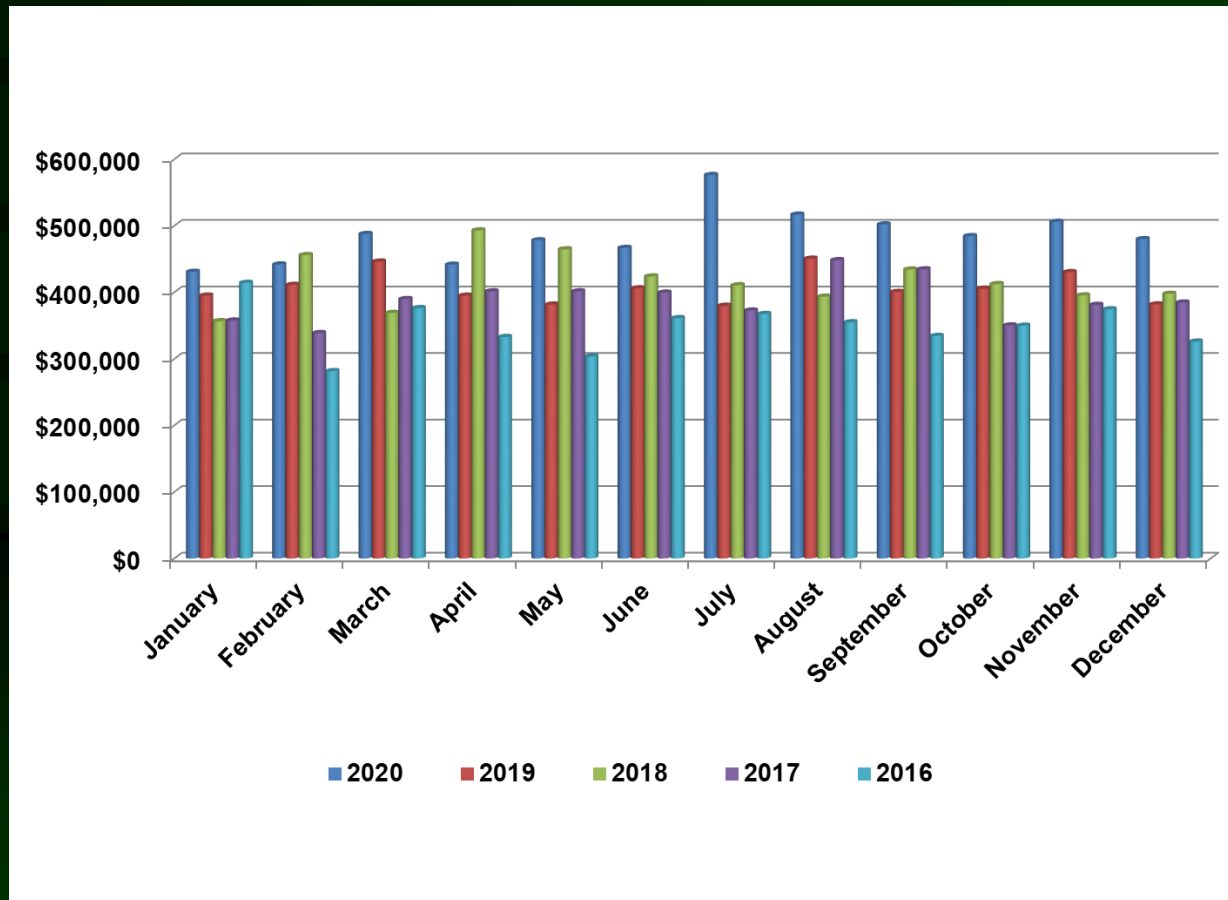
Placerville's Historical Unemployment Rates



Residential Real Estate Sales in the Greater Placerville Area



Average Price of Residential Real Estate Sales in the Greater Placerville Area



Recreation Program Attendance

Program	July to Dec. 2019	July to Dec. 2020	Increase/- Decrease	% Increase/- Decrease
<i>Gold Bug Park</i>				
Gold Bug Daily Tours	7,650	134	-7,516	-98.25%
Gold Bug Group Tours	688	0	-688	-100.00%
Total	8,338	134	-8,204	-98.39%
<i>Aquatics</i>				
Lap Swim	596	0	-596	-100.00%
Wading Pool	640	0	-640	-100.00%
Public Swim	8,488	0	-8,488	-100.00%
Water Exercise	435	0	-435	-100.00%
Swim Lessons	661	0	-661	-100.00%
Jr. Lifeguard Camp	12	0	-12	-100.00%
Pool Rentals	20	0	-20	-100.00%
Total	10,852	0	-10,852	-100.00%
<i>Special Interest Classes & Camps</i>				
Youth Camps	15	0	-15	-100.00%
Adult Special Interest	278	81	-197	-70.86%
Youth Special Interest	98	3	-95	-96.94%
Total	391	84	-307	-78.52%

Recreation Program Attendance (Cont.)

Program	July to Dec. 2019	July to Dec. 2020	Increase/- Decrease	% Increase/- Decrease
<i>Adult Sports</i>				
Basketball Teams (3 on 3)	20	0	-20	-100.00%
Basketball Teams (5 on 5)	4	0	-4	-100.00%
Softball Teams	98	0	-98	-100.00%
Volleyball Teams	12	0	-12	-100.00%
Total	134	0	-134	-100.00%
<i>Youth Basketball[^]</i>				
Basketball Teams	84	0	-84	-100.00%
Total	84	0	-84	-100.00%
<i>Banner Over Main</i>				
Banner Reservations	23	10	-13	-56.52%
Total	23	10	-13	-56.52%

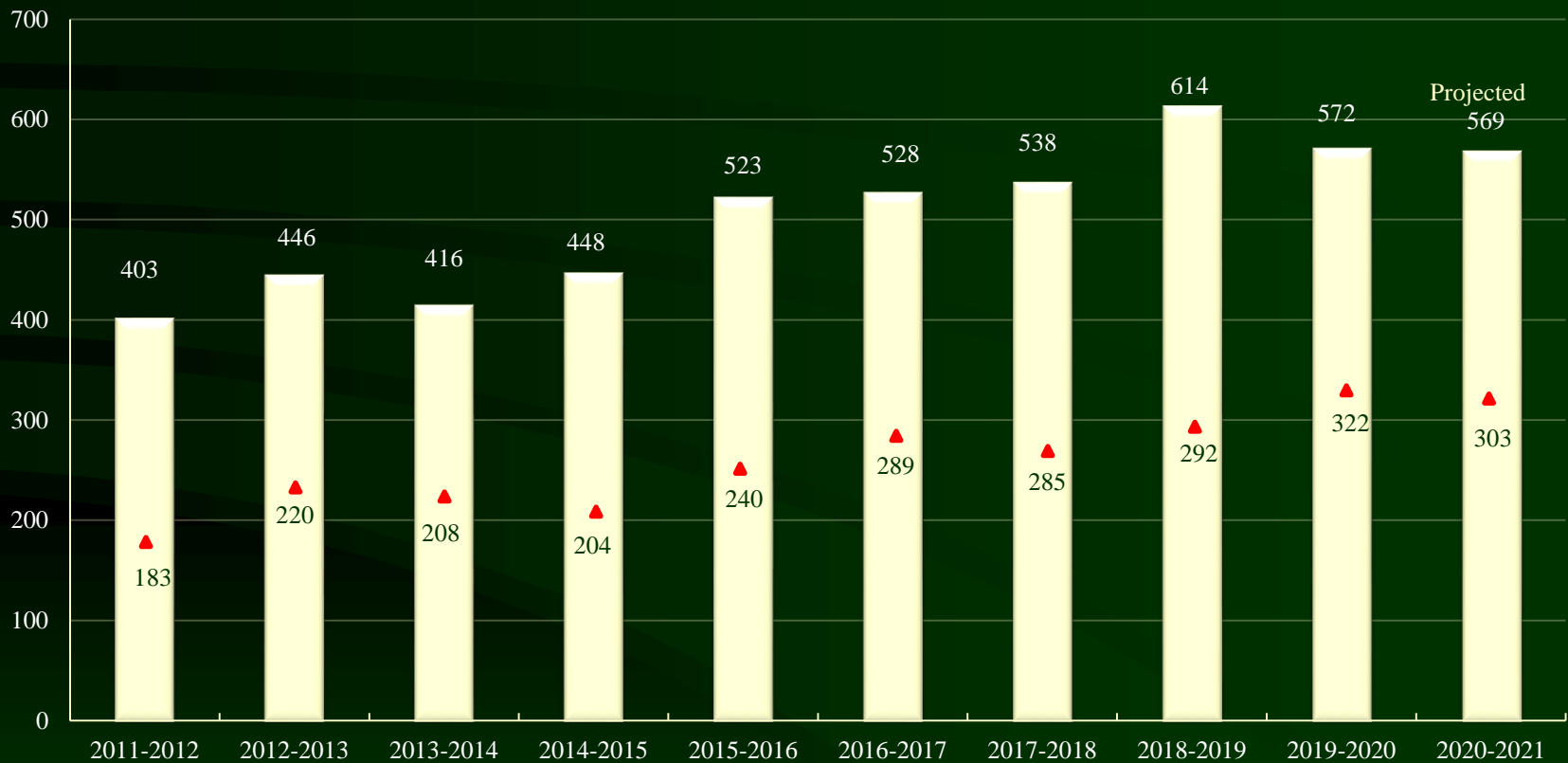
[^] Youth Basketball season runs from mid-January through mid-March each year.

Building Division Activity

Fee	Actual 2013/2014	Actual 2014/2015	Actual 2015/2016	Actual 2016/2017	Actual 2017/2018	Actual 2018/2019	Actual 2019/2020	2020 July-Dec	Forecasted 2020/2021
Construction Permits	\$100,252	\$114,590	\$194,881	\$205,804	\$134,518	\$231,967	\$141,076	\$82,753	\$152,753 ¹
Plan Check Fees	\$54,936	\$39,883	\$56,503	\$66,387	\$88,517	\$84,676	\$53,309	\$57,190	\$ 97,190 ¹

¹ New Commercial Building/Apartments and Ground Mount PV Solar, parking structure are not included in projection

Issued Building Permits



▲ Mid-Year

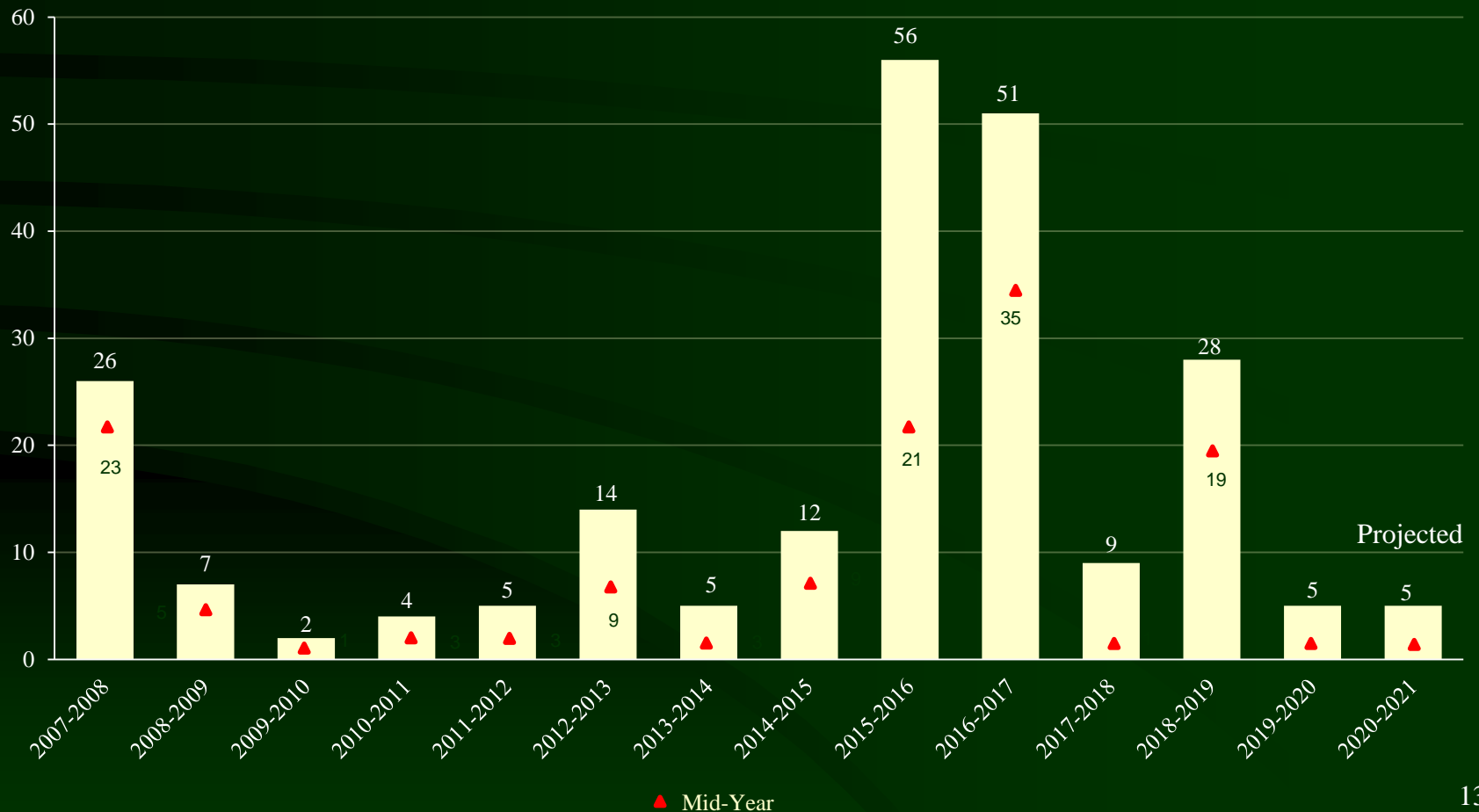
Building Valuations



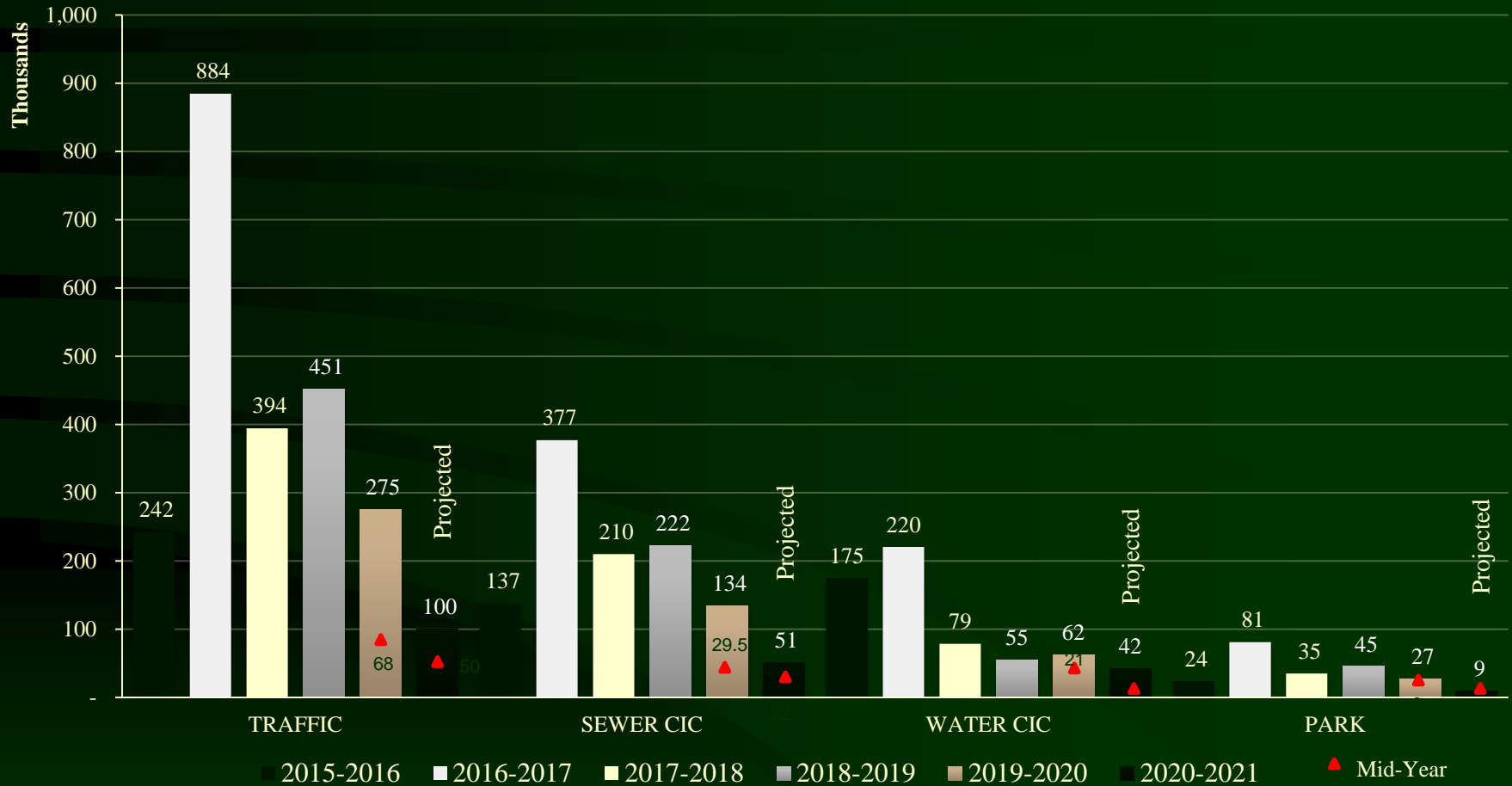
Planning & Zoning Revenue



Single Family Dwellings



Impact Fees



*Only deferred fee payments are collected at time of Certificate of Occupancy, not at permit issuance

Engineering Fees

Fee Type	Actual July to December 2020	Projection From January to June 2021	Total
Tentative Parcel Maps	\$ 300.00	\$ -	\$ 300.00
Lot Line Adjustments	710	-	710
Misc. Engineering Fees*	915	500	1,415
SFIA Agreement Fees	2,100	1,050	3,150
Encroachment Permits	17,325	17,325	34,650
Transportation Permits	646	200	846
T&M Deposits	5,750	1,000	6,750
Engineering Plan Check	850	200	1,050
Development Permit	-	-	-

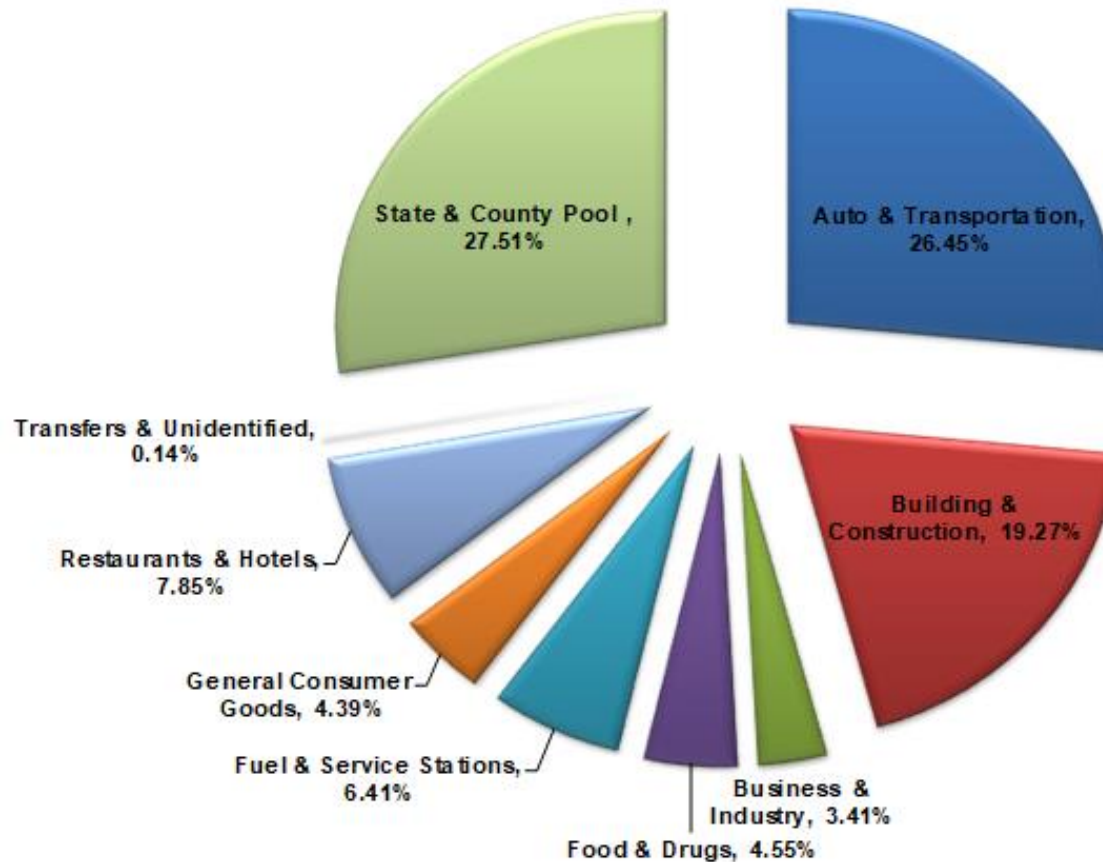
Engineering Fees (Continued)

Fee Type	Actual July to December 2020	Projection From January to June 2021	Total
Grading Plan Check	5,250	1,000	6,250
Grading Permit	8,599	2,000	10,599
Water CIC Fees	-	-	-
Water Applications	225	225	450
Water Meters	225	9,000	9,225
Sewer CIC Fees	22,050	22,050	44,100
Sewer Applications	-	2,000	2,000
TIM Fees	50,406	5,000	55,406
Parks	5,280	-	5,280
TOTAL	\$ 119,621.00	\$ 61,550.00	\$ 181,171.00

Bradley Burns Sales Tax

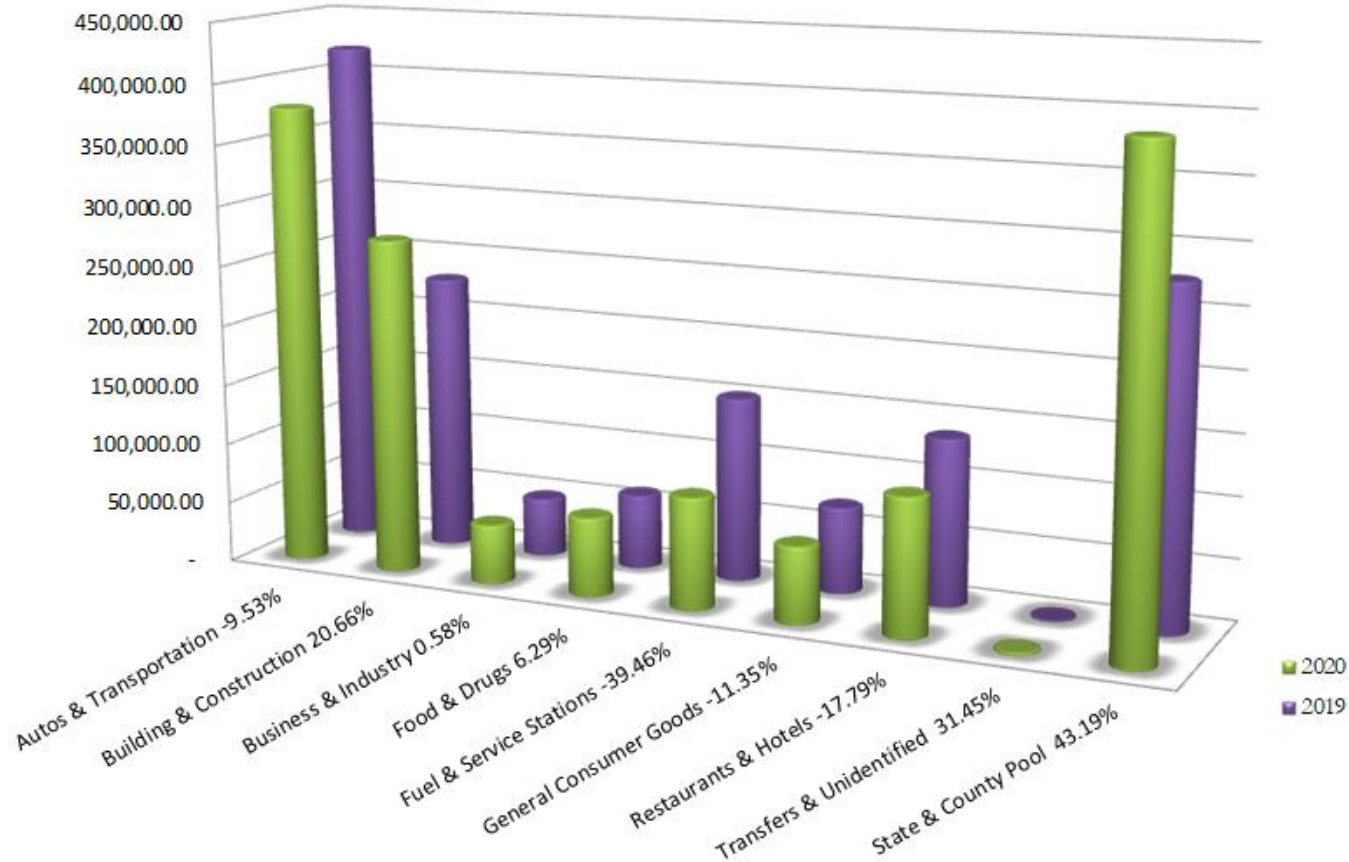
- 1.00 of 8.25%
- Most significant local economic indicator
- 61.37% of total General Fund revenue
- Strong per capita sales tax (\$497 in 2019)
- Placerville ranked #36 out of 539 agencies (2019)
- Quarter ended September 2020-Increase of \$12,814 or 0.90% in Placerville (Cash)
- 2.80% or \$38,701 increase excluding adjustments
- Statewide, 3rd quarter receipts down by -0.17%

Bradley Burns Sales Tax Sources Quarter Ended 09/30/20



Allocation aberrations have been adjusted to reflect sales activity.

Year Over Year Bradley Burns Sales Tax Comparison Quarter Ended September 30th



Allocation aberrations have been adjusted to reflect sales activity.

Top 25 Sales Tax Producers

Quarter Ended September 30, 2020

Big 5

Big Lots

C&H Motor Parts

Diamond Pacific

Ferguson Enterprises

Grocery Outlet

Home Depot

In N Out Burger

Les Schwab Tire Center

McDonalds

Officemax

Placerville Shell

Placerville Valero

Raley's

Rancho Convenience Center

Rite Aid

Save Mart

Shell

Sierra Fuel

Thompsons Buick & GMC

Thompsons Chrysler, Dodge, Jeep, Ram

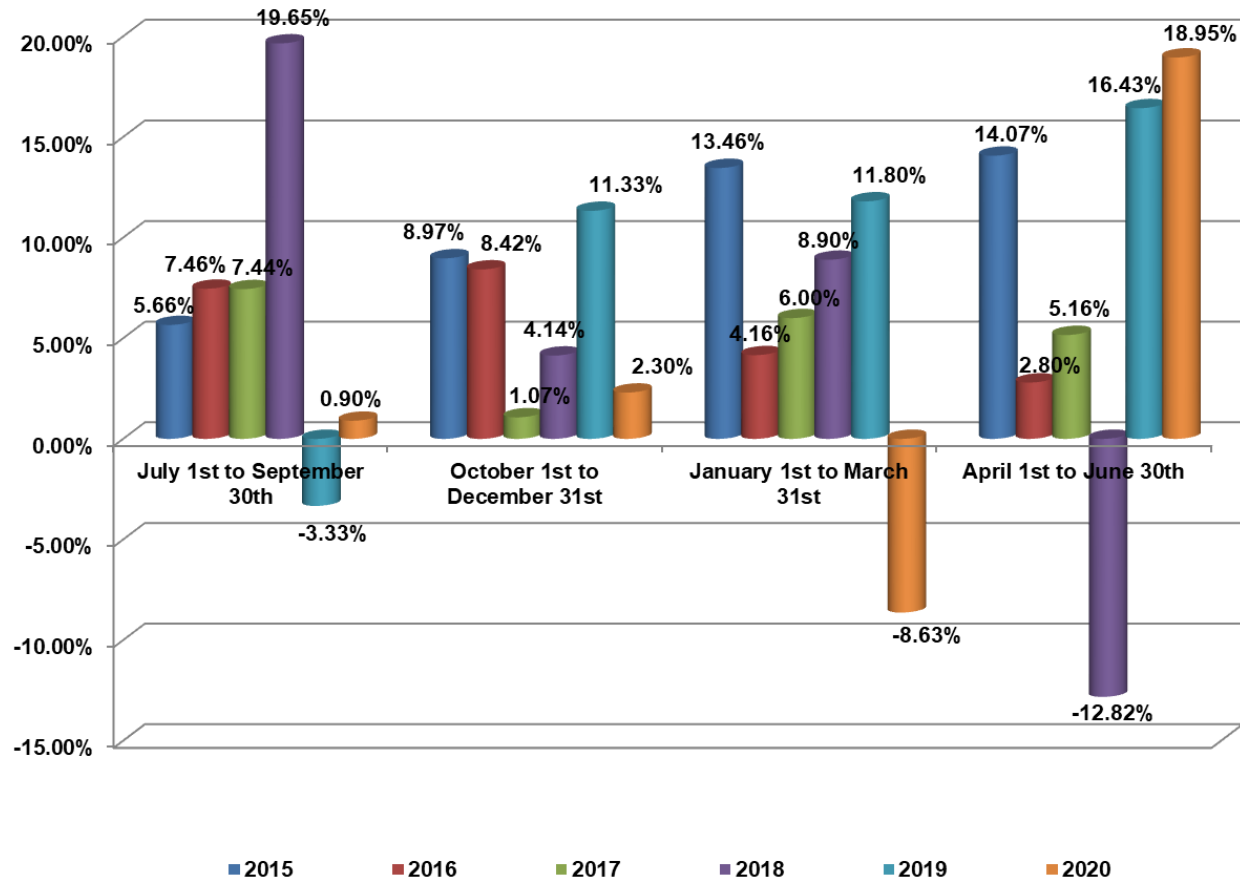
Thompsons Toyota

Tractor Supply

W N Hunt & Sons Distributors

Western Refining Retail

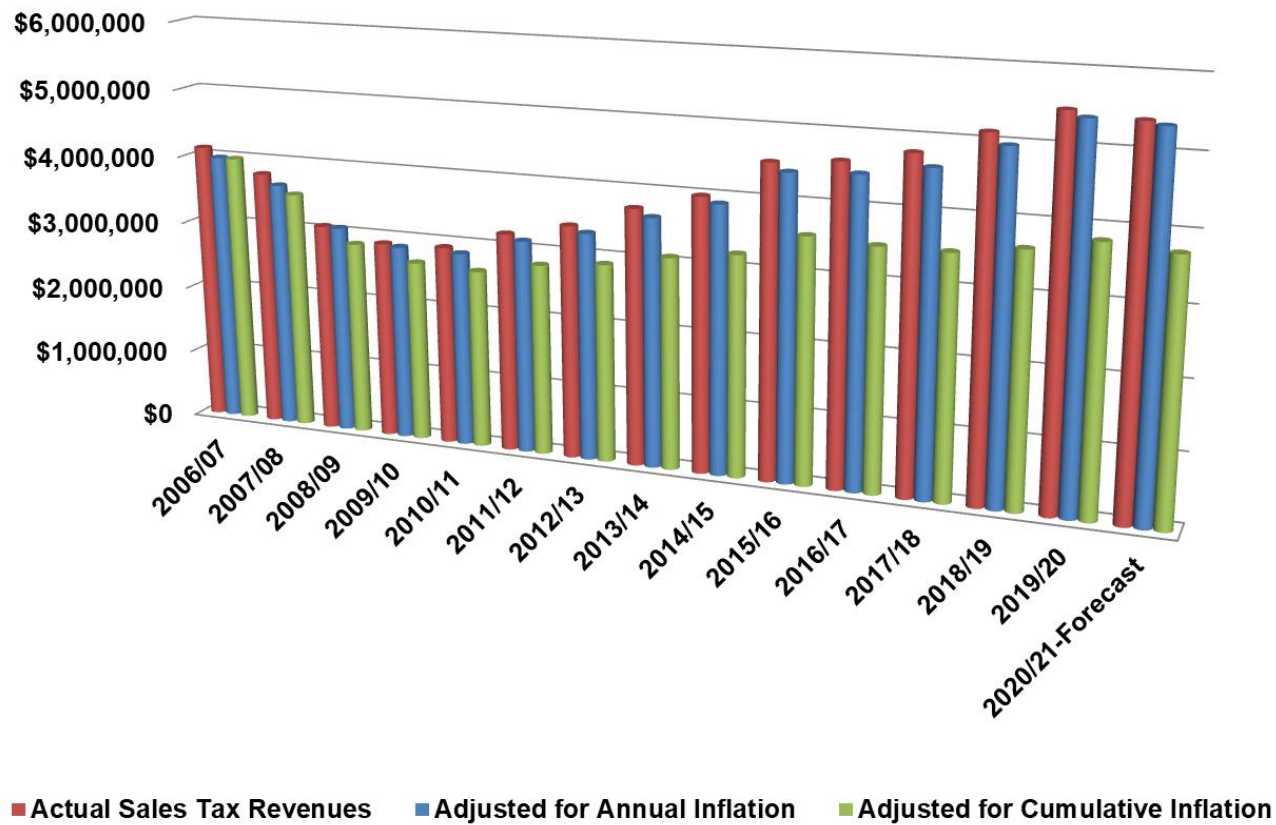
Bradley Burns Sales Tax Growth



Bradley Burns Sales Tax Growth (Cont.)

- Actual Fiscal Year 2019/2020 sales tax
\$5,482,507
- Forecasted Fiscal Year 2020/2021 sales tax
\$5,409,250
- Assumes \$110,750 estimated online retail
adjustment
- Forecast \$73,257 or 1.34% in year over year
decrease

Bradley Burns Sales Tax Trend



Adopted Operating Budget

- General Fund began with a \$1.6 million forecasted deficit
- Adopted continuing appropriation in June 2020
- Adopted budget in September 2020
- Totaled \$19,902,496
- General Fund budget
 - \$8,821,185 balanced budget
 - \$75,000 Contingency for unforeseen expenditures
 - Most discretionary line items reduced

Revised General Fund Budget Expenditures

- Implementation of Voluntary Separation Incentive Program
- Besides minimum wage increase, no COLA assumed
- CARES Act funding

General Fund Budget Revisions

- \$31,000 Used 2020 Ram 1500 Pickup
- \$8,400 Downtown Christmas Lights
- \$10,000 REAP Grant/fair housing assessment, program development, & mapping

General Fund Budget

	Revised Budget	Forecast	Under/Over Budget	
Revenues	\$ 8,854,607	\$ 8,735,648	\$ (118,959)	-1.34%
Expenditures	8,628,473	8,180,995	447,478	5.19%
Net Transfers In/(out)	(242,112)	(266,569)	(24,457)	-10.10%
expenditures before adjustments	(15,978)	288,084		
From/(to) Fund Balance	\$ 15,978	\$ (288,084)		

General Fund Budget (Cont.)



General Fund Revenues

Revenue Type	Revised Budget	Forecast	Under/Over Budget	
Sales Tax	\$ 5,422,200	\$ 5,409,250	\$ (12,950)	-0.24%
All Other Taxes	1,066,014	1,077,645	11,631	1.09%
Construction Permits	124,220	154,869	30,649	24.67%
Intergovernmental Revenues	1,015,692	1,048,077	32,385	3.19%
Charges for Service	540,174	376,605	(163,569)	-30.28%
Fines & Forfeitures	66,208	66,671	463	0.70%
Use of Money & Property	52,608	35,040	(17,568)	-33.39%
Other Financing Sources	567,491	567,491	-	0.00%
Total revenues	\$ 8,854,607	\$ 8,735,648	\$(118,959)	-1.34%

General Fund Expenditures

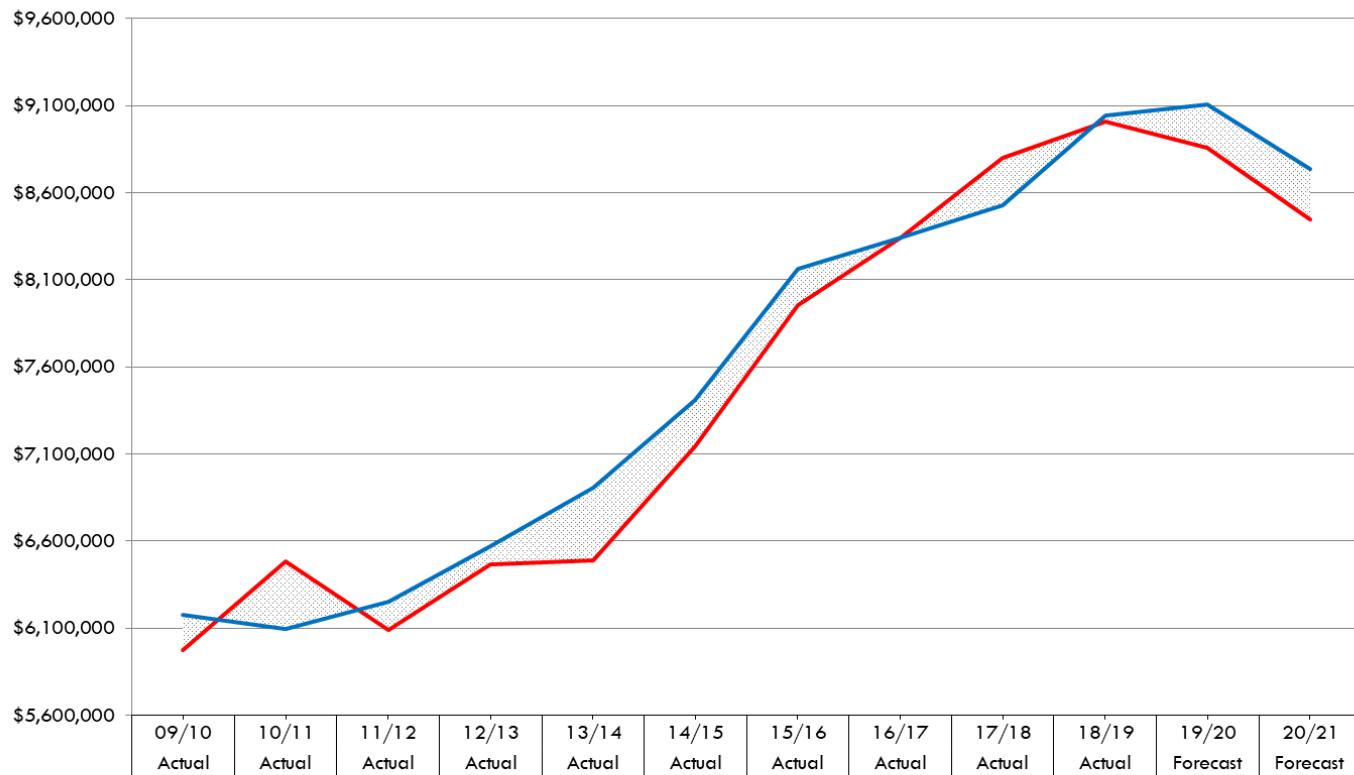
Department	Revised Budget	Forecast	Under/Over Budget	
Police	\$3,140,006	\$2,905,424	\$ 234,582	7.47%
Development Services	645,370	655,609	(10,239)	-1.59%
Engineering	254,774	218,432	36,342	14.26%
Community Services	1,998,006	1,766,821	231,185	11.57%
Public Works	615,802	636,437	(20,635)	-3.35%
Elected Officials	122,811	120,259	2,552	2.08%
City Administration	686,265	684,238	2,027	0.30%
Finance	480,427	488,527	(8,100)	-1.69%
Non-Departmental	927,124	971,817	(44,693)	-4.82%
Total expenditures	\$8,870,585	\$8,447,564	\$ 423,021	4.77%

General Fund Budget

- Assumes pay-as-you go costs for GASB 75 Other Post Employment Benefits (OPEB)
 - No contribution for future retiree medical insurance costs
- Assumes expending entire \$75,000 contingency
- \$288,085 Forecasted surplus primarily due to \$423,021 in one-time budget savings related to the Pandemic

General Fund Budget (Cont.)

Revenues vs. Expenditures



Measure J Fund

	Revised Budget	Forecast	Under/Over Budget	
Revenues	\$ 1,086,735	\$ 1,134,000	\$ 47,265	4.35%
Expenditures	1,461,749	1,400,173	61,576	4.21%
Net Transfers Out	375,014	266,173	108,841	29.02%
Revenues over (under) Expenditures	\$ -	\$ -		

Measure H Fund

	Revised Budget	Forecast	Under/Over Budget	
Revenues	\$ 1,101,735	\$ 1,140,911	\$ 39,176	3.56%
Expenditures	-	-	-	0.00%
Net Transfers Out	<u>(1,101,735)</u>	<u>(1,101,735)</u>	-	0.00%
Revenues over (under) Expenditures	<u><u>\$ -</u></u>	<u><u>\$ 39,176</u></u>		
Additional Capital project set aside	<u><u>\$ -</u></u>	<u><u>\$ 39,176</u></u>		

Measure L Fund

	Revised Budget	Forecast	Under/Over Budget	
Revenues	\$ 2,233,012	\$ 2,288,296	\$ 55,284	2.48%
Expenditures	-	-	-	0.00%
Net Transfers Out	-	-	-	0.00%
Revenues over (under) Expenditures	<u><u>\$ 2,233,012</u></u>	<u><u>\$ 2,288,296</u></u>		
Capital project set aside	<u><u>\$ 2,233,012</u></u>	<u><u>\$ 2,288,296</u></u>		

Water Enterprise Fund

	Revised Budget	Forecast	Under/Over Budget	
Revenues	\$ 2,199,971	\$ 2,383,811	\$ 183,840	8.36%
Expenditures	2,049,956	1,876,934	173,022	8.44%
Net Transfers Out	<u>(150,015)</u>	<u>(158,106)</u>	8,091	-5.39%
Revenues over (under) Expenditures	<u>\$ -</u>	<u>\$ 348,771</u>		
Water project set aside	<u>\$ -</u>	<u>\$ 348,771</u>		

Sewer Enterprise Fund

	Revised Budget	Forecast	Under/Over Budget	
Revenues	\$ 6,376,555	\$ 6,550,195	\$ 173,640	2.72%
Expenditures	6,682,762	6,666,247	16,515	0.25%
Net Transfers In	951,719	943,629	8,090	0.85%
Revenues over (under) expenditures before adjustments	\$ 645,512	\$ 827,577		
Sewer project set aside	\$ 645,512	\$ 827,577		

Downtown Parking District Fund

	Revised Budget	Forecast	Under/Over Budget	
Revenues	\$ 307,998	\$ 199,005	\$ (108,993)	-35.39%
Expenditures	213,098	213,564	(466)	-0.22%
Net Transfers In	261	261	-	0.00%
Revenues over (under) Expenditures	\$ 95,161	\$ (14,298)		
Short-term capital project set aside	\$ 60,000	\$ -		
Long-term capital project set aside	\$ 35,161	\$ -		

Non-Major Funds

	Gas Tax Fund				SRO Grant Fund			
	Revised		Under/Over		Revised		Under/Over	
	Budget	Forecast	Budget		Budget	Forecast	Budget	
Revenues	\$ 480,475	\$ 472,865	\$ (7,610)	-1.58%	\$ 76,918	\$ 71,997	\$ (4,921)	-6.40%
Expenditures	30,000	1,072	28,928	96.43%	76,918	71,997	4,921	6.40%
Net Transfers	(291,573)	(276,141)	(15,432)	5.29%	-	-	-	0.00%
Revenues over/ (Over)								
Expenditures	\$ 158,902	\$ 195,652			\$ -	\$ -		
	COPS SLESF Grant Fund				OTS Grant Fund			
	Revised		Under/Over		Revised		Under/Over	
	Budget	Forecast	Budget		Budget	Forecast	Budget	
Revenues	\$ 170,811	\$ 170,811	\$ -	0.00%	\$ 79,995	\$ 79,995	\$ -	0.00%
Expenditures	160,526	163,066	(2,540)	-1.58%	79,995	79,995	-	0.00%
Net Transfers	-	-	-	0.00%	-	-	-	0.00%
Revenues over/ (Over)								
Expenditures	\$ 10,285	\$ 7,745			\$ -	\$ -		

Non-Major Funds (Continued)

	OJP BVP Grant Fund					State Tobacco Grant								
	Revised			Under/Over		Revised			Under/Over					
	Budget		Forecast		Budget		Budget		Forecast		Budget			
Revenues	\$	5,400	\$	5,400	\$	-	0.00%	\$	103,254	\$	84,562	\$(18,692)	-18.10%	
Expenditures		5,400		5,400		-	0.00%		103,254		84,562	18,692	18.10%	
Net Transfers		-		-		-	0.00%		-		-	-	0.00%	
Revenues over/														
(Over)														
Expenditures	\$	-	\$	-				\$	-	\$	-			
	State Coronavirus Relief Fund					Orchard Hill LLMD								
	Revised			Under/Over		Revised			Under/Over					
	Budget		Forecast		Budget		Budget		Forecast		Budget			
Revenues	\$	84,017	\$	84,017	\$	-	0.00%	\$	20,215	\$	20,215	\$	-	0.00%
Expenditures		84,017		84,017		-	0.00%		20,215		19,367		848	4.19%
Net Transfers		-		-		-	0.00%		-		-		-	0.00%
Revenues over/														
(Over)														
Expenditures	\$	-	\$	-				\$	-	\$	848			

Non-Major Funds (Continued)

	Cottonwood Park LLMD Fund					Ridge at Orchard Hill BAD-Zone 1 Fund								
	Revised			Under/Over		Revised			Under/Over					
	Budget		Forecast	Budget		Budget		Forecast	Budget					
Revenues	\$	14,561	\$	14,311	\$	(250)	-1.72%	\$	30,039	\$	29,271	\$	(768)	-2.56%
Expenditures		14,561		14,870		(309)	-2.12%		30,039		16,610		13,429	44.71%
Net Transfers		-		-		-	0.00%		-		-		-	0.00%
Revenues over/														
(Over)														
Expenditures	\$	-	\$	(559)				\$	-	\$	12,661			
	Ridge at Orchard Hill BAD-Zone1A Fund					General Liability Fund								
	Revised			Under/Over		Revised			Under/Over					
	Budget		Forecast	Budget		Budget		Forecast	Budget					
Revenues	\$	16,904	\$	16,619	\$	(285)	-1.69%	\$	1,000	\$	19,599	\$	18,599	1859.90%
Expenditures		16,904		10,742		6,162	36.45%		450,046		584,093		(134,047)	-29.79%
Net Transfers		-		-		-	0.00%		450,046		584,093		(134,047)	-29.79%
Revenues over/														
(Over)														
Expenditures	\$	-	\$	5,877				\$	1,000	\$	19,599			

Non-Major Funds (Continued)

	Reserve for Economic Uncertainties Fund			
	Revised		Under/Over	
	Budget	Forecast	Budget	
Revenues	\$ -	\$ -	\$ -	0.00%
Expenditures	-	-	-	0.00%
Net Transfers	8,395	8,395	-	0.00%
Revenues over/ (Over)				
Expenditures	\$ 8,395	\$ 8,395		

Total Operating Budget

	Revised Budget	Forecast	Under/Over Budget	
Revenues	\$ 23,244,202	\$ 23,501,528	\$ 257,326	1.11%
Expenditures	20,107,913	19,473,704	634,209	3.15%
Net Transfers Out	-	-	-	0.00%
Revenues over (under) Expenditures	\$ 3,136,289	\$ 4,027,824		

Closing Comments

- Local economy has continued to persevere through the Pandemic
- City Council and management continue to operate the City in a prudent and responsible manner
- Anticipate year-end operating revenues to exceed operating expenditures for most funds
- Staff will provide another update to the City Council at its May 6th Budget Workshop

Conclusion

- Questions?
- Comments?
- Thank you!



A balanced budget is worth fighting for.