

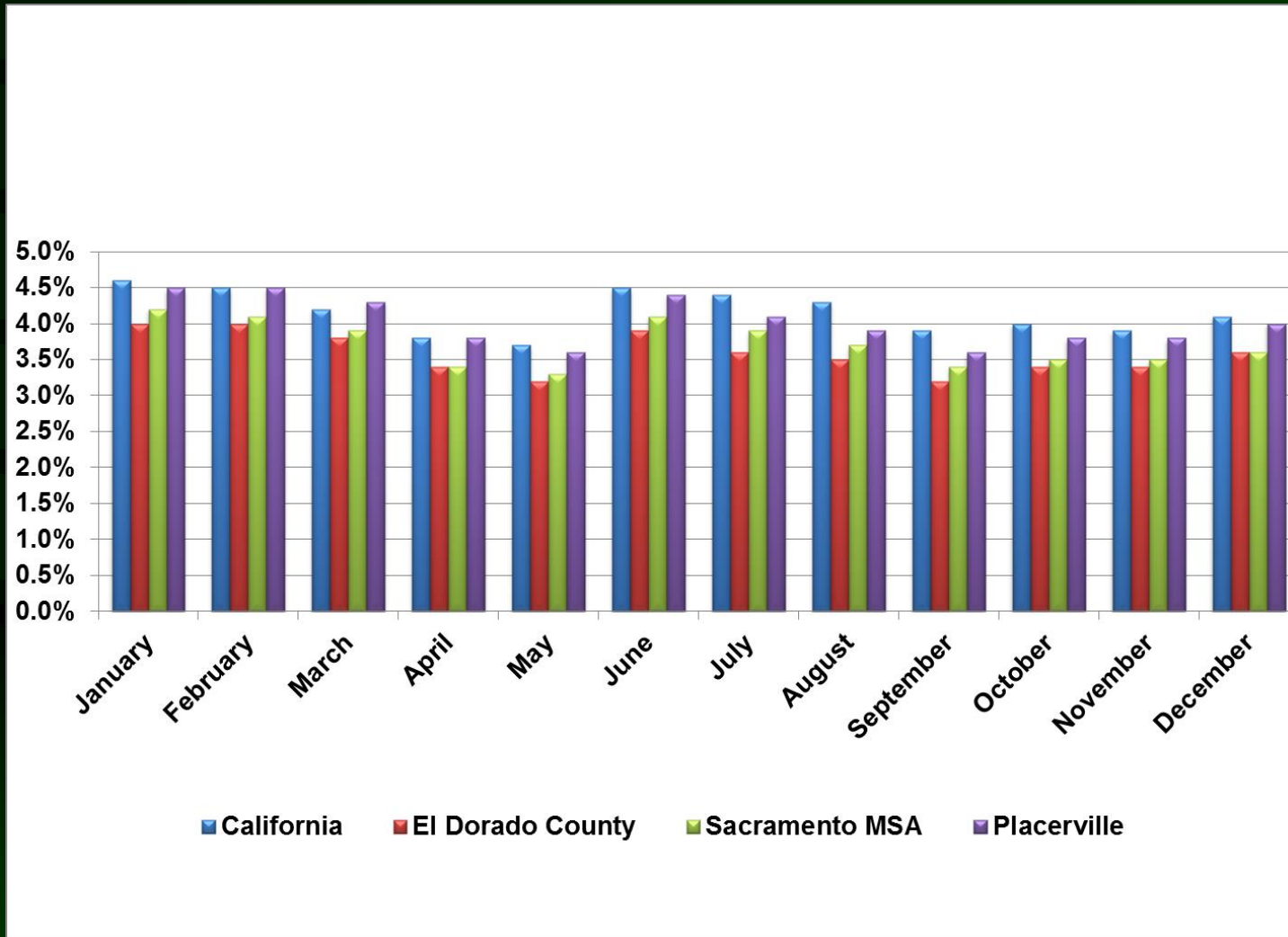
# Mid-Year Budget Report

City of Placerville, California  
March 12, 2019

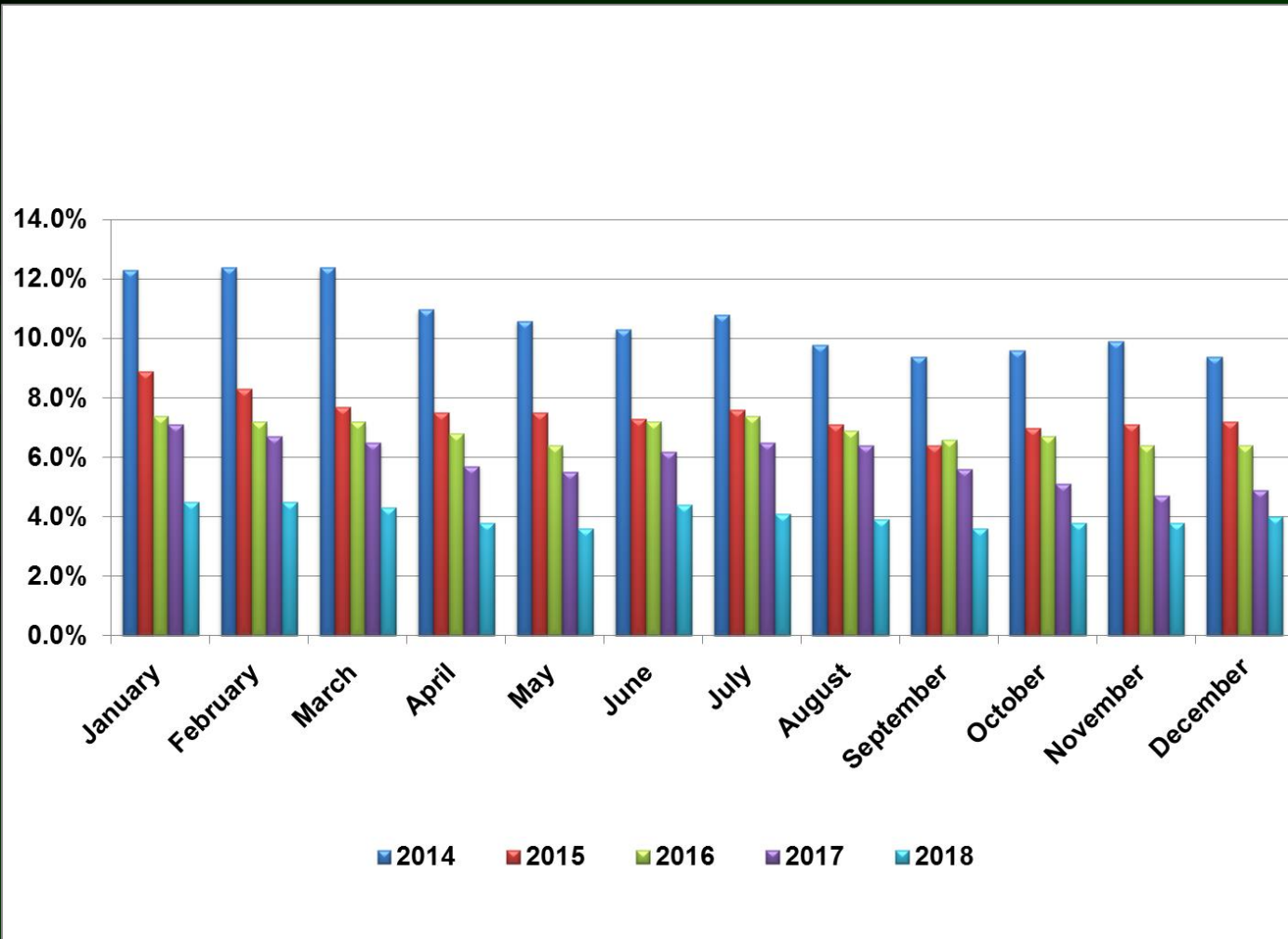
# Overview

- 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

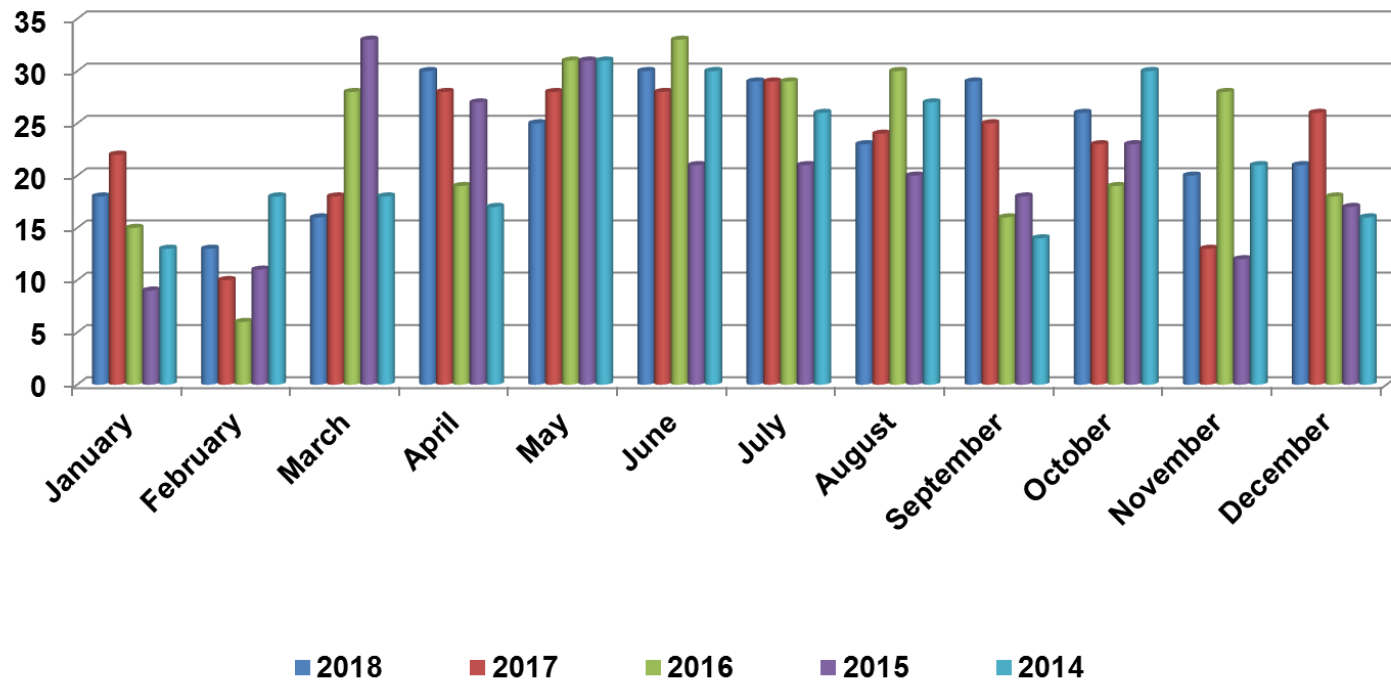
# 2018 Regional Unemployment Rates



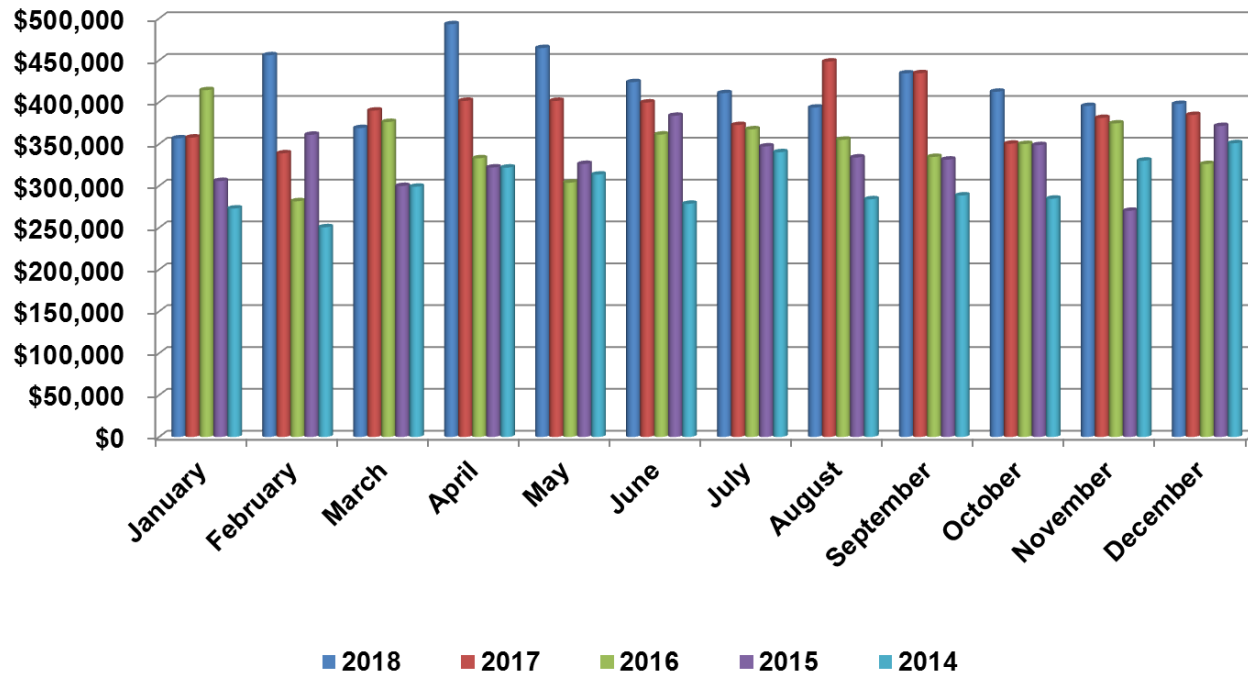
# Placerville's Historical Unemployment Rates



# 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. 2017	July to Dec. 2018	Increase/- Decrease	% Increase/- Decrease
<b><i>Gold Bug Park</i></b>				
Gold Bug Daily Tours	8,145	8,838	693	8.51%
Gold Bug Group Tours	899	606	-293	-32.59%
<b>Total</b>	<b>9,044</b>	<b>9,444</b>	<b>400</b>	<b>4.42%</b>
<b><i>Aquatics</i></b>				
Lap Swim	551	495	-56	-10.16%
Evening Public Swim	1,919	1,210	-709	-36.95%
Wading Pool	1,349	887	-462	-34.25%
Public Swim	8,099	7,477	-622	-7.68%
Water Exercise	505	625	120	23.76%
Swim Lessons	696	773	77	11.06%
Jr. Lifeguard Camp	17	18	1	5.88%
Pool Rentals	17	20	3	17.65%
<b>Total</b>	<b>13,153</b>	<b>11,505</b>	<b>-1,648</b>	<b>-12.53%</b>

# Recreation Program Attendance (Cont.)

Program	July to Dec. 2017	July to Dec. 2018	Increase/- Decrease	% Increase/- Decrease
<b><i>Special Interest Classes &amp; Camps</i></b>				
Youth Camps	69	93	24	34.78%
Adult Special Interest	279	293	14	5.02%
Youth Special Interest	84	95	11	13.10%
<b>Total</b>	<b>432</b>	<b>481</b>	<b>49</b>	<b>11.34%</b>
<b><i>Adult Sports</i></b>				
Basketball Teams (3 on 3)	24	26	2	8.33%
Basketball Teams (5 on 5)	11	4	-7	-63.64%
Softball Teams	127	109	-18	-14.17%
Volleyball Teams	12	11	-1	-8.33%
<b>Total</b>	<b>174</b>	<b>150</b>	<b>-24</b>	<b>-13.79%</b>
<b><i>Youth Basketball^</i></b>				
Basketball Teams	82	84	2	2.44%
<b>Total</b>	<b>82</b>	<b>84</b>	<b>2</b>	<b>2.44%</b>
<b><i>Banner Over Main</i></b>				
Banner Reservations	24	23	-1	-4.17%
<b>Total</b>	<b>24</b>	<b>23</b>	<b>-1</b>	<b>-4.17%</b>

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



# Building Division Activity

Fee	Actual 2014/2015	Actual 2015/2016	Actual 2016/2017	Actual 2017/2018	2018/2019 7/1/18-12/31/18	Forecasted 2018/2019
Construction Permits	\$114,590	\$194,881	\$205,804	\$138,726	\$117,014	\$173,253 <sup>1,2,3</sup>
Plan Check Fees	\$39,883	\$56,503	\$66,387	\$91,243	\$32,515	\$73,747 <sup>3</sup>

<sup>1</sup> New Commercial Building, Major commercial TI included with other commercial permits.

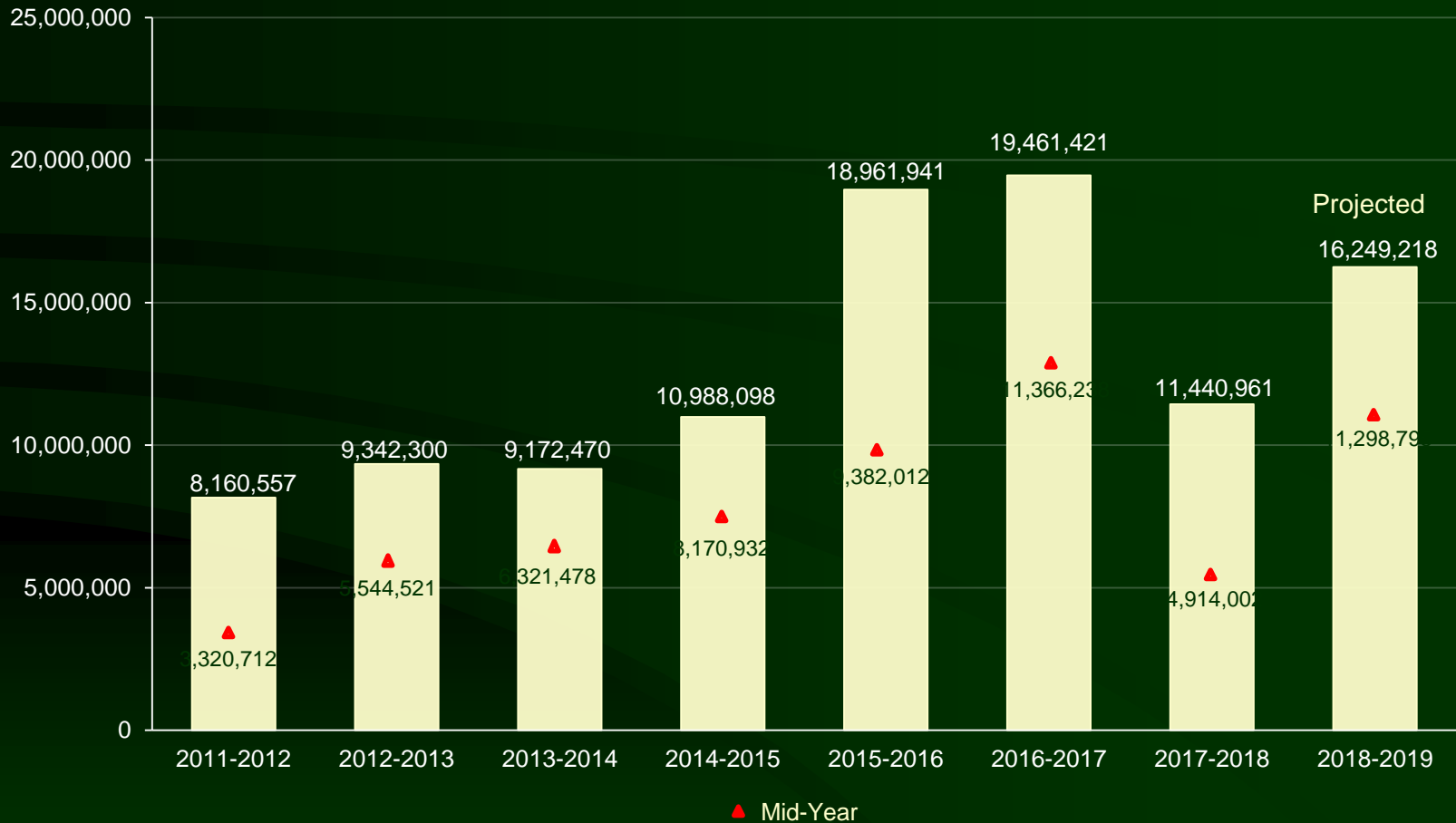
<sup>2</sup> New Single Family Dwelling permits for 2018 - 19 permit applications

<sup>3</sup> New Single Family Dwellings – applications and issuance end of fiscal year (estimated)

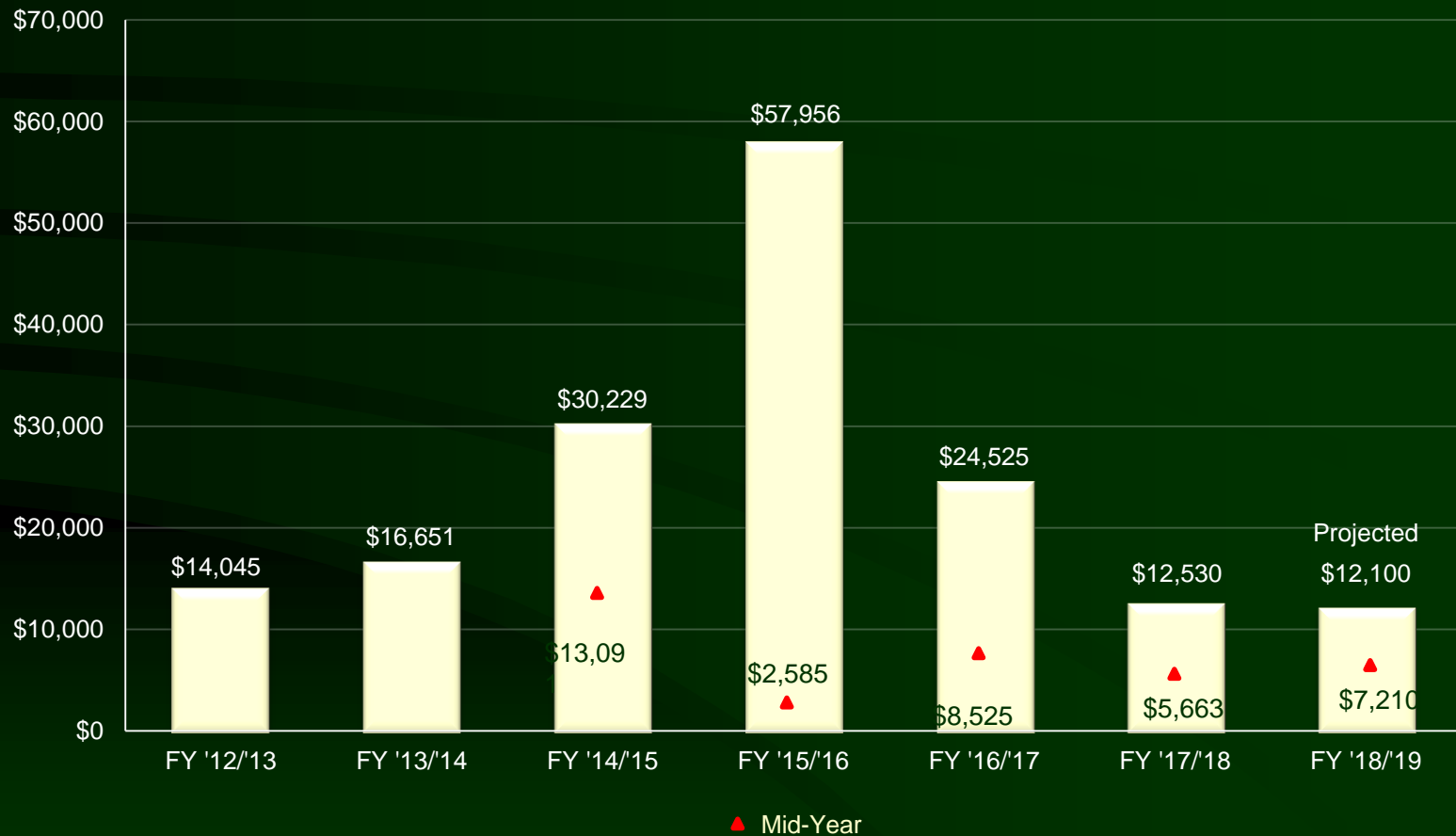
# Issued Building Permits



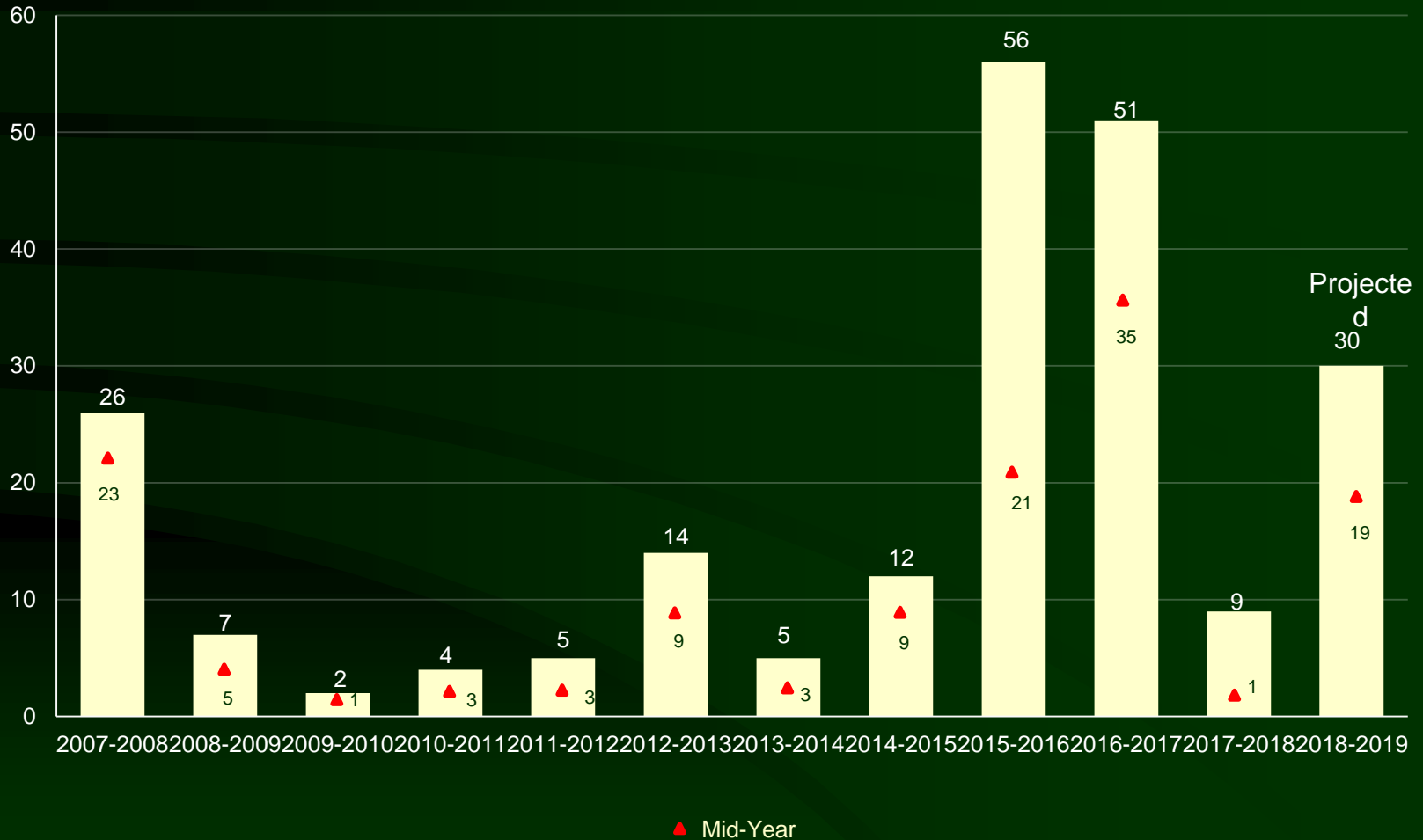
# Building Valuations



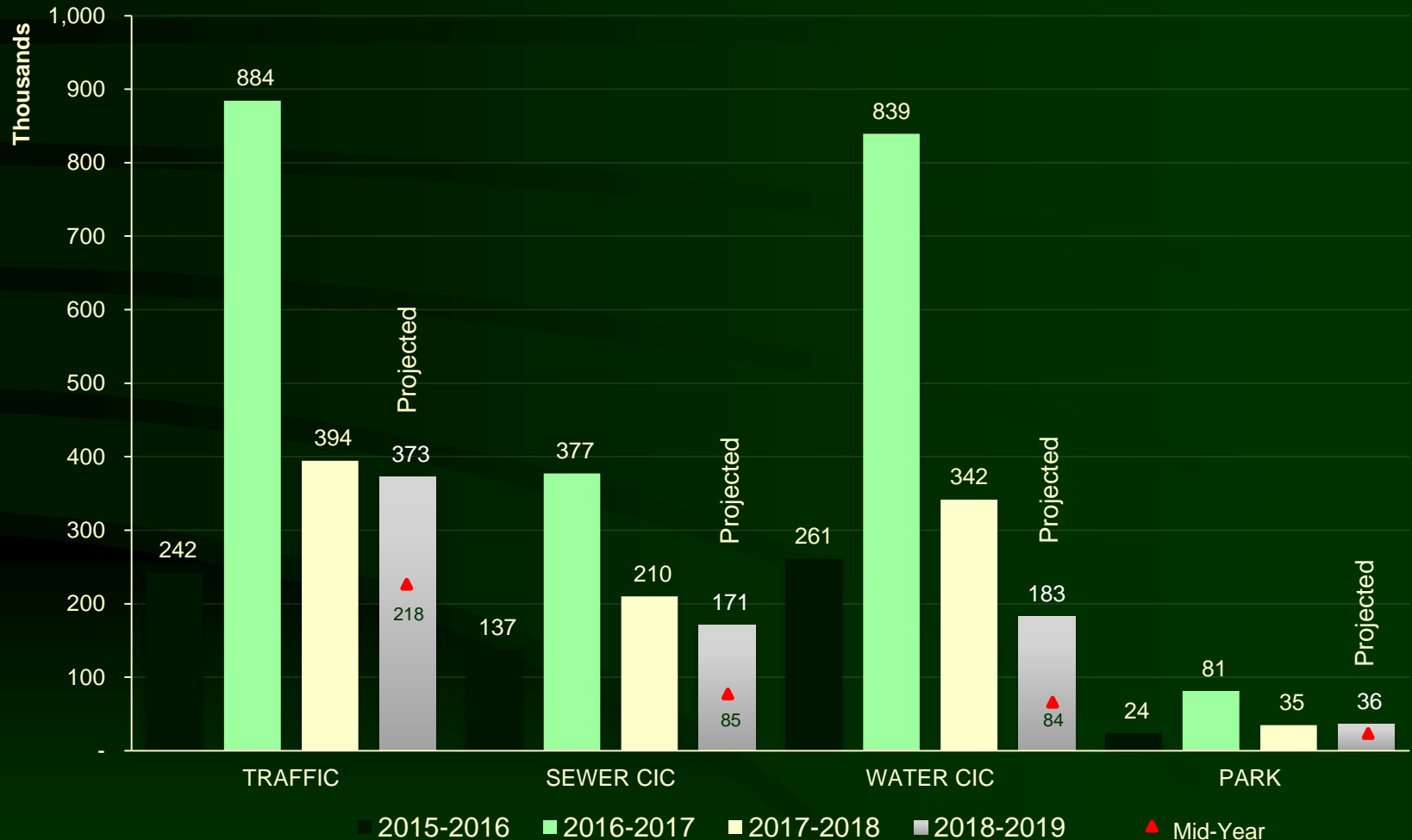
# Planning & Zoning Revenues



# Single-Family Dwellings



# Impact Fees



\*Deferred fee payments are collected at time of Certificate of Occupancy, not at permit issuance

# Engineering Fees

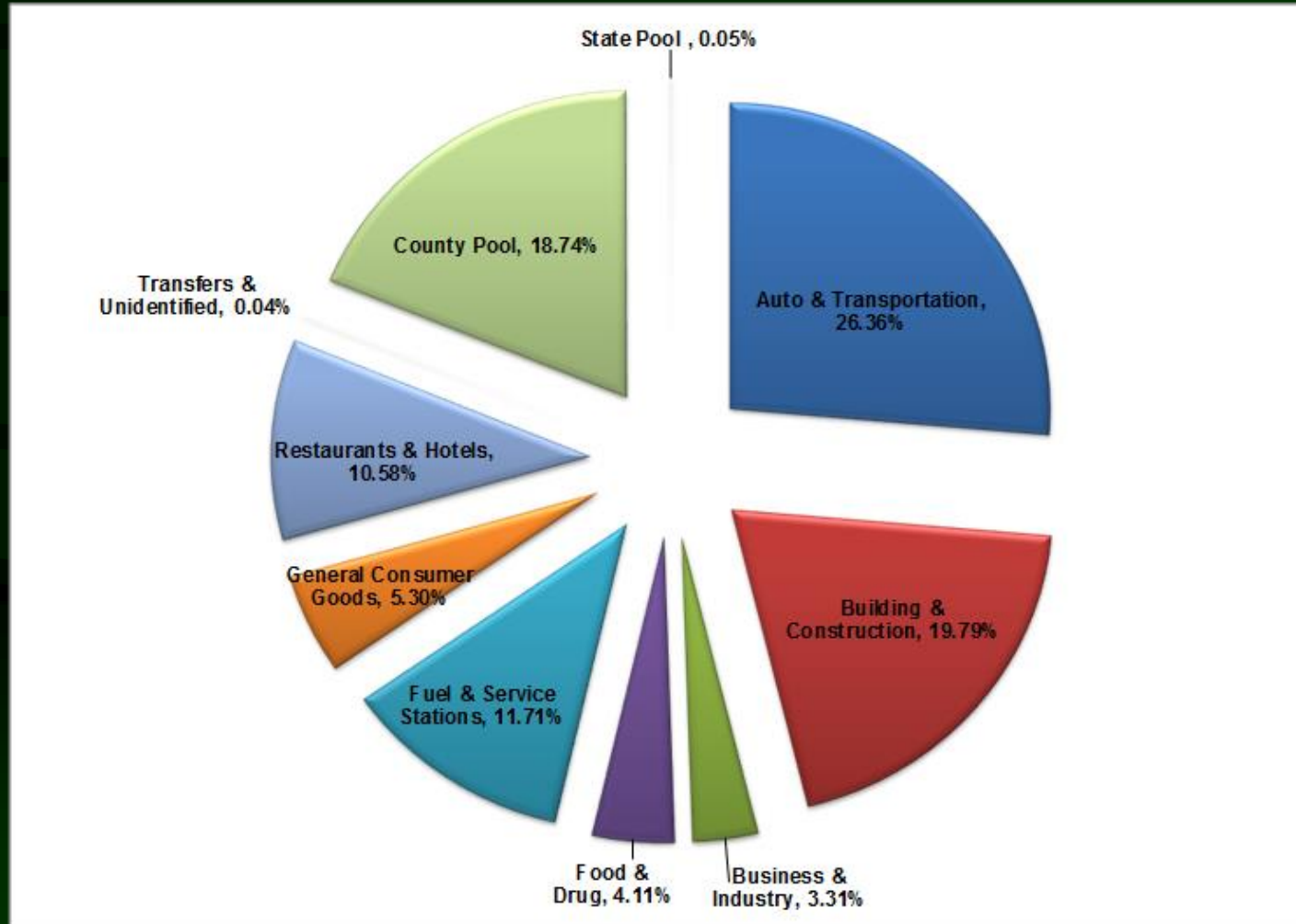
	2016 July to Dec. TOTALS	2017 July to Dec. TOTALS	2018 July to Dec. TOTALS	2018 July to Dec. Deferred TOTALS
<b>Fee Type</b>				
Tentative Parcel Maps	\$ -	\$ -	\$ -	\$ -
Tentative Subdivision Maps	-	-	-	-
Misc. Engineering Fees*	300	400	1,100	-
Encroachment Permits	4,275	8,775	16,200	-
Transportation Permits	526	456	568	-
Engineering Plan Check	4,128	5,500	900	-
Development Permit	150	-	2,400	-
Grading Plan Check	-	-	6,100	-
Grading Permit	-	-	-	-
Water CIC Fees	335,603	6,867	27,670	84,184
Water Applications	2,250	75	450	
Water Meters	23,098	1,016	7,396	
Sewer CIC Fees	165,560	7,350	91,876	110,250
Sewer Applications	2,550	75	1,125	
TIM Fees	371,914	18,211	233,053	277,635
Parks	34,320	1,320	25,516	25,080
<b>TOTAL</b>	<b>\$ 944,674</b>	<b>\$ 50,044</b>	<b>\$ 414,354</b>	<b>\$ 497,149</b>

# Bradley Burns Sales Tax

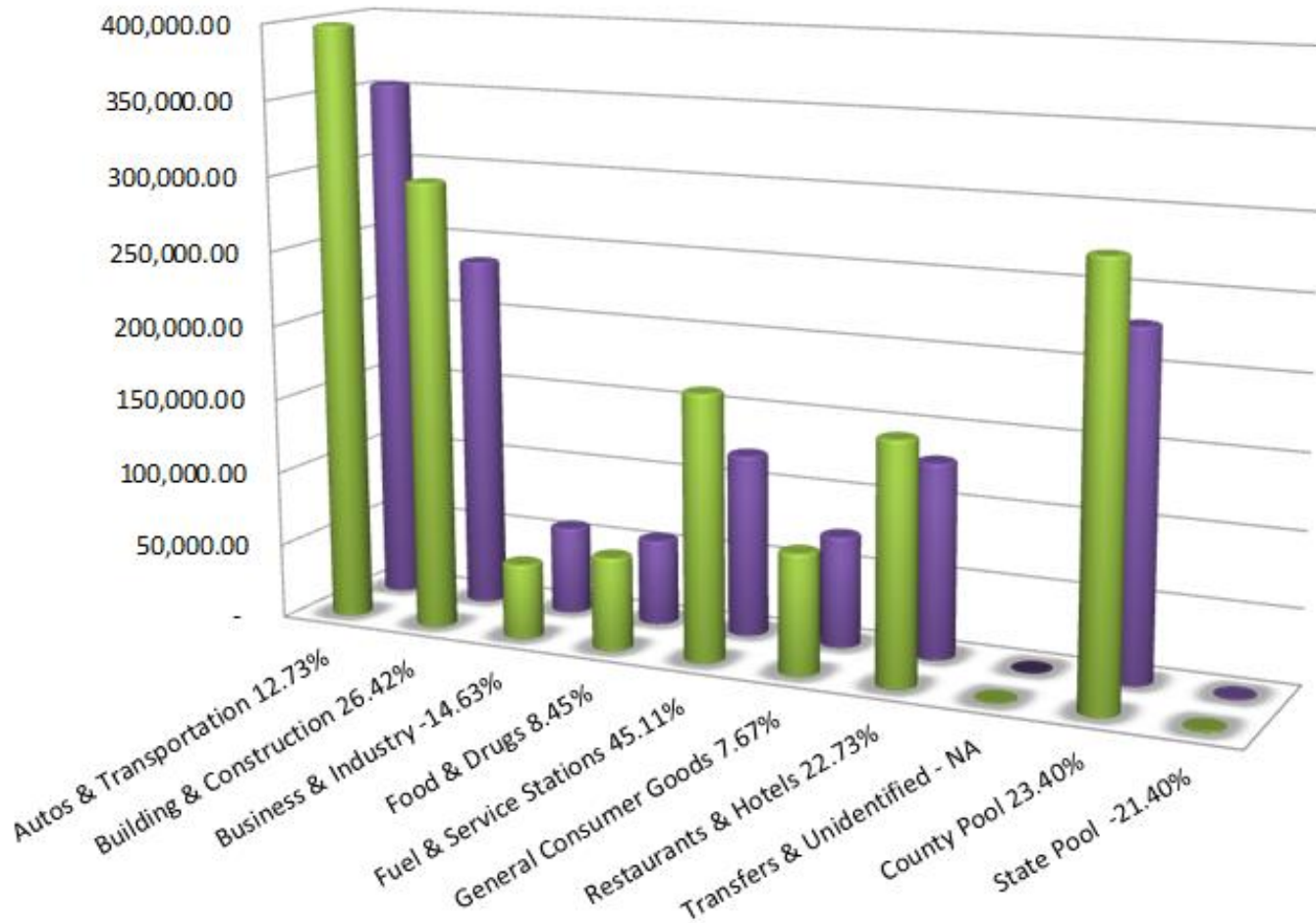
- 1.00 of 8.25%
- Most significant local economic indicator
- 56.45% of total General Fund revenue
- Strong per capita sales tax (\$444 in 2017)
- Placerville ranked #38 out of 539 agencies (2017)
- Quarter ended September 2018-Receipts reported up by 19.65% or \$248,520 in Placerville
- Partially due to retroactive payments
- Statewide, 3<sup>rd</sup> quarter receipts up by 5.9%



# Bradley Burns Sales Tax Sources Quarter Ended 09/30/18



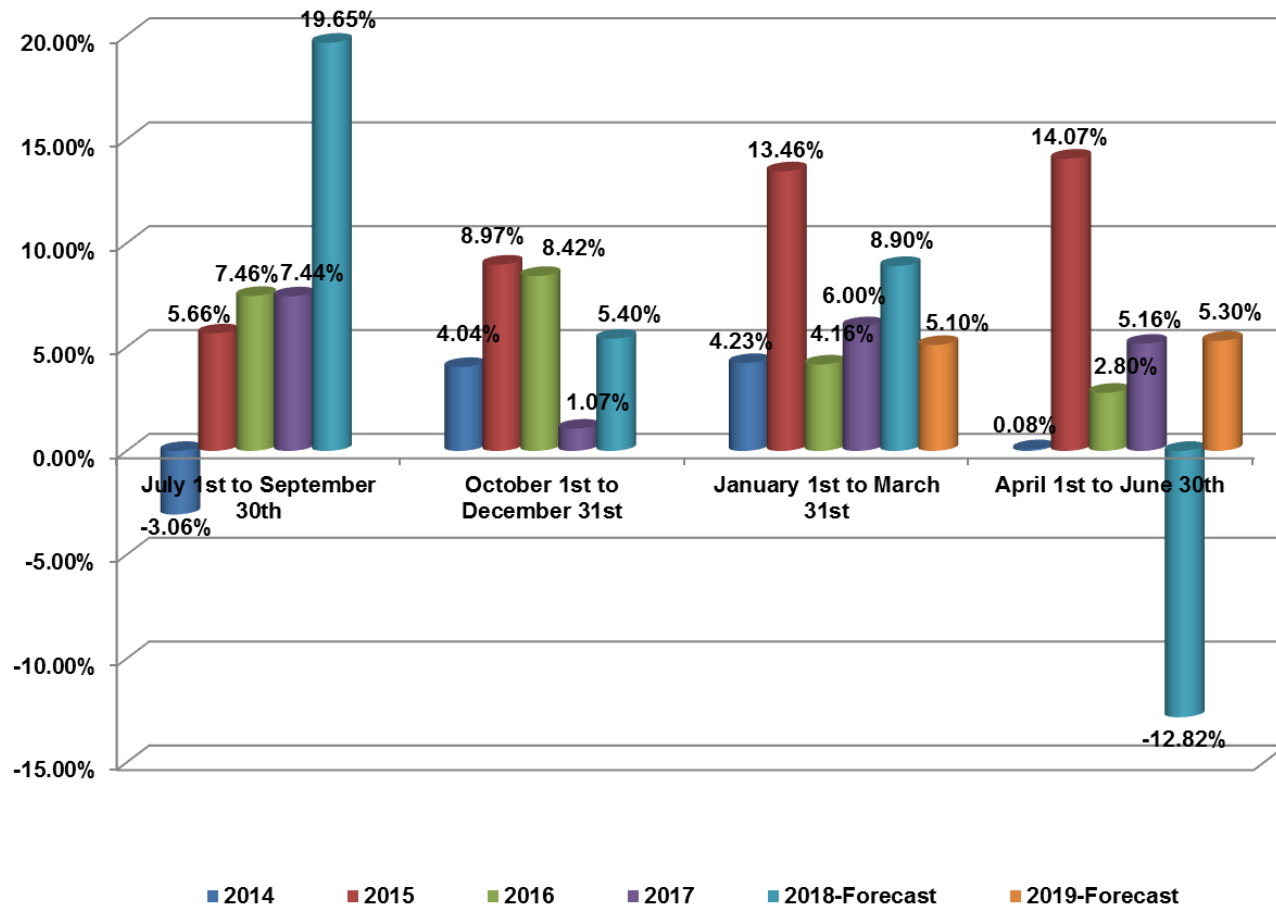
# Year Over Year Bradley Burns Sales Tax Comparison Quarter Ended September 30th



# Top 20 Sales Tax Generating Businesses in the City-Quarter Ended September 30, 2018

- |  |                              |
|--|------------------------------|
| 1 - The Home Depot                         | 11 - Raley's                 |
| 2 - Thompson's Toyota                      | 12 - Fuel 4 Less Corporation |
| 3 - Thompson's Buick GMC                   | 13 - Western Refining Retail |
| 4 - Thompson's Chrysler Dodge Jeep Ram     | 14 - In N Out Burger         |
| 5 - Diamond Pacific                        | 15 - Hangtown Fuel Stop      |
| 6 - WN Hunt & Sons Distributors            | 16 - C & H Motor Parts       |
| 7 - Hunt & Sons                            | 17 - Les Schwab Tire Center  |
| 8 - Rancho Convenience Center (ARCO AM/PM) | 18 - Placerville Shell       |
| 9 - Scholtzkys of Placerville              | 19 - Heyday café             |
| 10 - Placerville Valero                    | 20 - Ferguson Enterprises    |

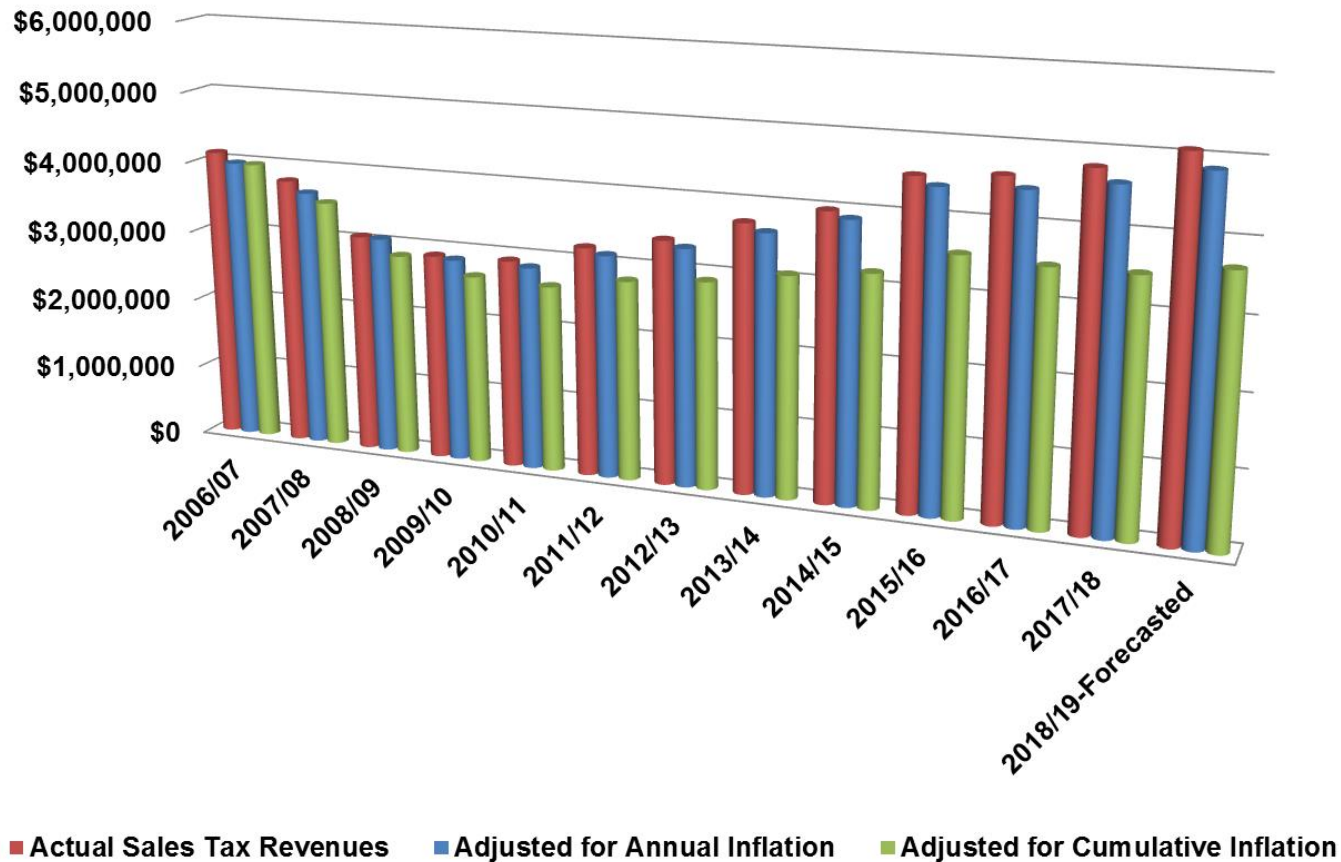
# Bradley Burns Sales Tax Growth



# Bradley Burns Sales Tax Growth (Cont.)

- Actual Fiscal Year 2018/2019 sales tax \$4,796,155
- Forecasted Fiscal Year 2018/2019 sales tax \$5,084,777
- Forecast \$288,622 or 6.02% in year over year growth

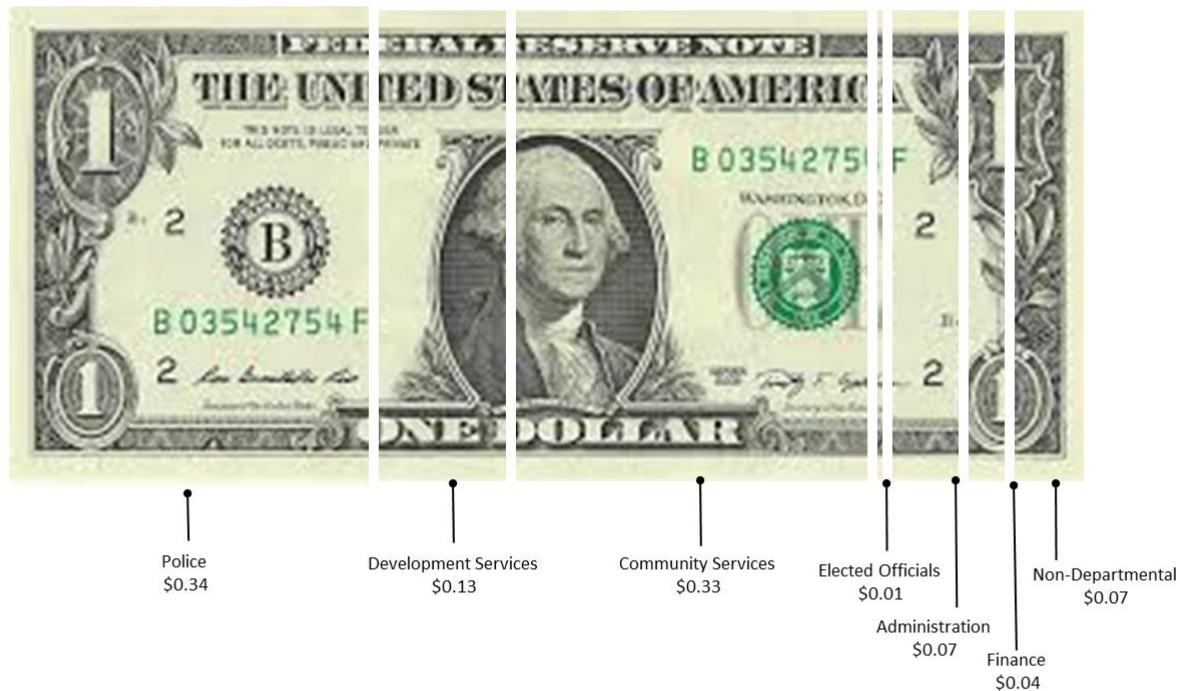
# Bradley Burns Sales Tax Trend



# Adopted Operating Budget

- Adopted in June 2018
- Totaled \$19,526,190
- General Fund budget
  - \$9,025,661
  - \$75,000 Contingency for unforeseen expenditures
  - \$72,920 for CIP projects

# Adopted General Fund Expenditures

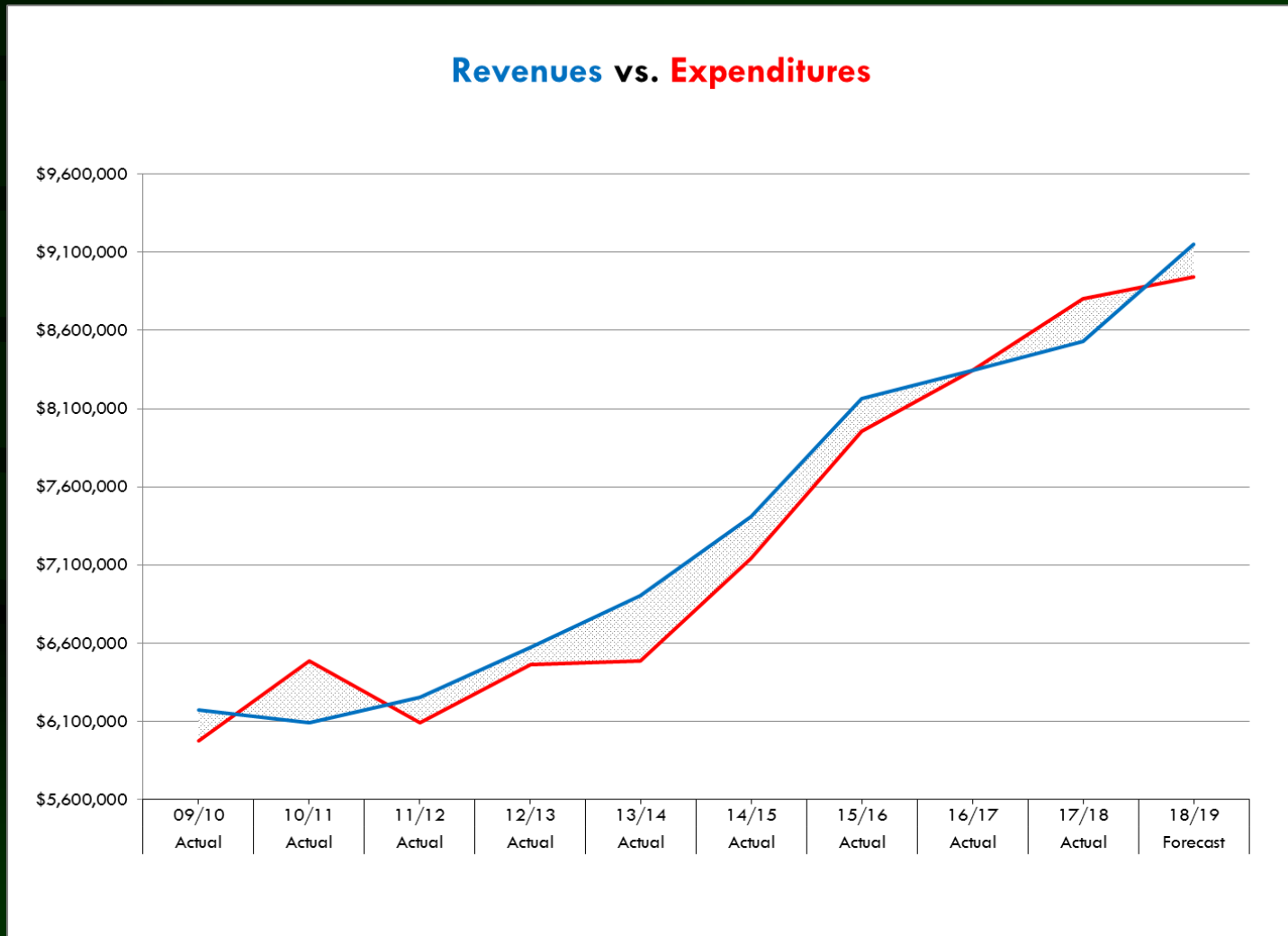




# General Fund Budget

	Revised Budget	Forecast	Under/(Over) Budget	
Revenues	\$ 9,029,774	\$ 9,151,762	\$ (121,988)	-1.35%
Expenditures	9,132,330	8,890,860	241,470	2.64%
Net Transfers In/(out)	36,496	(52,196)	88,692	243.02%
<b>Revenues under/(over)</b>				
<b>expenditures before adjustments</b>	<b>(66,060)</b>	<b>208,706</b>		
<b>From/(to) Fund Balance</b>	<b>\$ 66,060</b>	<b>\$ (208,706)</b>		

# General Fund Budget (Cont.)



# General Fund Revenues

Revenue Type	Revised Budget	Forecast	Under/(Over) Budget	
Sales Tax	\$ 5,096,994	\$ 5,084,777	\$ 12,217	0.24%
All Other Taxes	1,049,596	1,046,444	3,152	0.30%
Construction Permits	105,000	192,014	(87,014)	-82.87%
Intergovernmental Revenues	926,734	978,279	(51,545)	-5.56%
Charges for Service	807,092	867,988	(60,896)	-7.55%
Fines & Forfeitures	52,385	54,259	(1,874)	-3.58%
Use of Money & Property	87,911	92,294	(4,383)	-4.99%
Other Financing Sources	904,062	835,707	68,355	7.56%
<b>Total revenues</b>	<b>\$ 9,029,774</b>	<b>\$ 9,151,762</b>	<b>\$ (121,988)</b>	<b>-1.35%</b>

# General Fund Expenditures

Department	Revised Budget	Forecast	Under/(Over) Budget	
Police	\$3,049,843	\$ 2,670,692	\$ 379,151	12.43%
Development Services	559,959	545,745	14,214	2.54%
Engineering	591,411	595,804	(4,393)	-0.74%
Community Services	2,477,224	2,494,799	(17,575)	-0.71%
Public Works	603,706	632,318	(28,612)	-4.74%
Elected Officials	123,600	115,622	7,978	6.45%
City Administration	642,107	692,804	(50,697)	-7.90%
Finance	386,464	419,565	(33,101)	-8.57%
Non-Departmental	661,520	775,707	(114,187)	-17.26%
<b>Total expenditures</b>	<b>\$9,095,834</b>	<b>\$ 8,943,056</b>	<b>\$ 152,778</b>	<b>1.68%</b>

# General Fund Budget

- Assumes pay-as-you go costs for GASB 45 Other Post Employment Benefits (OPEB) Annual Required Contribution (ARC)
  - No contribution for future retiree medical insurance costs
- Assumes expending entire \$75,000 contingency
- Forecasted surplus primarily due to \$121,988 additional revenues and \$152,778 less in expenditures

# Measure J Fund

	Revised Budget	Forecast	Under/(Over) Budget	
Revenues	\$ 1,086,970	\$ 1,073,436	\$ 13,534	1.25%
Expenditures	1,325,261	1,428,534	(103,273)	-7.79%
Net Transfers Out	-	-	-	0.00%
<b>Revenues over (under) Expenditures</b>	<b>\$ (238,291)</b>	<b>\$ (355,098)</b>		
<b>From Operating Reserve</b>	<b>\$ 238,291</b>	<b>\$ 355,098</b>		

# Measure H Fund

	<b>Revised Budget</b>	<b>Forecast</b>	<b>Under/(Over) Budget</b>	
Revenues	\$ 1,098,350	\$ 1,084,816	\$ 13,534	1.23%
Expenditures	-	-	-	0.00%
Net Transfers Out	<u>(1,098,350)</u>	<u>(1,084,816)</u>	(13,534)	1.23%
<b>Revenues over (under) Expenditures</b>	<u><u>\$ -</u></u>	<u><u>\$ -</u></u>		

# Measure L Fund

	Revised Budget	Forecast	Under/(Over) Budget	
Revenues	\$ 2,177,664	\$ 2,181,958	\$ (4,294)	-0.20%
Expenditures	-	-	-	0.00%
Net Transfers Out	-	-	-	0.00%
<b>Revenues over (under) Expenditures</b>	<b><u>\$ 2,177,664</u></b>	<b><u>\$ 2,181,958</u></b>		
<b>Capital project set aside</b>	<b><u>\$ 2,177,664</u></b>	<b><u>\$ 2,181,958</u></b>		



# Water Enterprise Fund

	Revised Budget	Forecast	Under/(Over) Budget	
Revenues	\$ 1,961,300	\$ 2,197,900	\$ (236,600)	-12.06%
Expenditures	1,815,250	1,761,035	54,215	2.99%
Net Transfers Out	(141,401)	(141,401)	-	0.00%
<b>Revenues over (under) Expenditures</b>	<b>\$ 4,649</b>	<b>\$ 295,464</b>		
<b>Water project set aside</b>	<b>\$ (4,649)</b>	<b>\$ 295,464</b>		

# Sewer Enterprise Fund

	Revised Budget	Forecast	Under/(Over) Budget	
Revenues	\$ 5,914,658	\$ 6,143,432	\$ (228,774)	-3.87%
Expenditures	6,328,829	6,326,745	2,084	0.03%
Net Transfers In	956,949	912,766	44,183	4.62%
<b>Revenues over (under) expenditures before adjustments</b>	<b>\$ 542,778</b>	<b>\$ 729,453</b>		
<b>Sewer project set aside</b>	<b>\$ 542,778</b>	<b>\$ 729,453</b>		

# Downtown Parking District Fund

	Revised Budget	Forecast	Under/(Over) Budget	
Revenues	\$ 301,104	\$ 348,740	\$ (47,636)	-15.82%
Expenditures	207,948	201,742	6,206	2.98%
Net Transfers In	261	261	-	0.00%
<b>Revenues over (under) Expenditures</b>	<b>\$ 93,417</b>	<b>\$ 147,259</b>		
<b>Short-term capital project set aside</b>	<b>\$ 40,000</b>	<b>\$ 40,000</b>		
<b>Long-term capital project set aside</b>	<b>\$ 53,417</b>	<b>\$ 107,259</b>		

# Non-Major Funds

	Gas Tax Fund				SRO Grant Fund			
	Revised		Under/(Over)		Revised		Under/(Over)	
	Budget	Forecast	Budget		Budget	Forecast	Budget	
Revenues	\$ 441,224	\$ 422,346	\$ 18,878	4.28%	\$ 60,648	\$ 60,648	\$ -	0.00%
Expenditures	30,000	30,000	-	0.00%	60,645	69,805	(9,160)	-15.10%
Net Transfers	(259,472)	(259,472)	-	0.00%	-	-	-	0.00%
<b>Revenues over/</b>								
<b>(Over)</b>								
<b>Expenditures</b>	<b>\$ 151,752</b>	<b>\$ 132,874</b>			<b>\$ 3</b>	<b>\$ (9,157)</b>		
	AB 3229 COPS Grant Fund				OTS Grant Fund			
	Revised		Under/(Over)		Revised		Under/(Over)	
	Budget	Forecast	Budget		Budget	Forecast	Budget	
Revenues	\$ 147,459	\$ 147,459	\$ -	0.00%	\$ 21,995	\$ 21,995	\$ -	0.00%
Expenditures	147,459	139,788	7,671	5.20%	21,995	21,995	-	0.00%
Net Transfers	-	-	-	0.00%	-	-	-	0.00%
<b>Revenues over/</b>								
<b>(Over)</b>								
<b>Expenditures</b>	<b>\$ -</b>	<b>\$ 7,671</b>			<b>\$ -</b>	<b>\$ -</b>		

# Non-Major Funds (Continued)

	OJP BVP Grant Fund				2014 CHP Grant Fund			
	Revised		Under/(Over)		Revised		Under/(Over)	
	Budget	Forecast	Budget		Budget	Forecast	Budget	
Revenues	\$ 2,700	\$ 2,700	\$ -	0.00%	\$ 40,000	\$ 40,000	\$ -	0.00%
Expenditures	2,700	2,700	-	0.00%	39,857	39,857	-	0.00%
Net Transfers	-	-	-	0.00%	-	-	-	0.00%
<b>Revenues over/</b>								
<b>(Over)</b>								
<b>Expenditures</b>	<b>\$ -</b>	<b>\$ -</b>			<b>\$ 143</b>	<b>\$ 143</b>		
	General CIP Fund				Orchard Hill LLMD Fund			
	Revised		Under/(Over)		Revised		Under/(Over)	
	Budget	Forecast	Budget		Budget	Forecast	Budget	
Revenues	\$ -	\$ -	\$ -	0.00%	\$ 20,464	\$ 20,464	\$ -	0.00%
Expenditures	-	-	-	0.00%	20,464	20,849	(385)	-1.88%
Net Transfers	72,920	72,920	-	0.00%	-	-	-	0.00%
<b>Revenues over/</b>								
<b>(Over)</b>								
<b>Expenditures</b>	<b>\$ 72,920</b>	<b>\$ 72,920</b>			<b>\$ -</b>	<b>\$ (385)</b>		

# 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	\$ 14,555	\$ 14,555	\$ -	0.00%	\$ 22,576	\$ 22,576	\$ -	0.00%
Expenditures	14,555	16,691	(2,136)	-14.68%	22,202	17,713	4,489	20.22%
Net Transfers	-	-	-	0.00%	-	-	-	0.00%
<b>Revenues over/</b>								
<b>(Over)</b>								
<b>Expenditures</b>	<b>\$ -</b>	<b>\$ (2,136)</b>			<b>\$ 374</b>	<b>\$ 4,863</b>		
	Ridge at Orchard Hill BAD-Zone 1A Fund				General Liability Fund			
	Revised		Under/(Over)		Revised		Under/(Over)	
	Budget	Forecast	Budget		Budget	Forecast	Budget	
Revenues	\$ 12,854	\$ 12,854	\$ -	0.00%	\$ 1,736	\$ 110,107	\$ (108,371)	-6242.57%
Expenditures	12,798	10,533	2,265	17.70%	424,202	592,211	(168,009)	-39.61%
Net Transfers	-	-	-	0.00%	424,202	543,543	(119,341)	-28.13%
<b>Revenues over/</b>								
<b>(Over)</b>								
<b>Expenditures</b>	<b>\$ 56</b>	<b>\$ 2,321</b>			<b>\$ 1,736</b>	<b>\$ 61,439</b>		

# Non-Major Funds (Continued)

	Reserve for Economic Uncertainties Fund			
	Revised		Under/(Over)	
	Budget	Forecast	Budget	
Revenues	\$ 3,000	\$ 3,000	\$ -	0.00%
Expenditures	-	-	-	0.00%
Net Transfers	8,395	8,395	-	0.00%
<b>Revenues over/ (Over)</b>				
<b>Expenditures</b>	<b>\$ 11,395</b>	<b>\$ 11,395</b>		

# Total Operating Budget

	Revised Budget	Forecast	Under/(Over) Budget	
Revenues	\$ 22,359,031	\$ 23,060,748	\$ (701,717)	-3.14%
Expenditures	19,606,495	19,571,058	35,437	0.18%
Net Transfers Out	-	-	-	0.00%
<b>Revenues over (under) Expenditures</b>	<b><u>\$ 2,752,536</u></b>	<b><u>\$ 3,489,690</u></b>		



# Closing Comments

- Local economy has continued to improve
- 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 8<sup>th</sup> Budget Workshop

# Conclusion

- Questions?
- Comments?
- Thank you!



*A good budget is worth fighting for.*