

**FY 2018-19 General Fund  
Preliminary Year-End Results  
&  
FY 2019-20  
First Quarter Update**



**AGENDA ITEM #19C**

# TOPICS TO DISCUSS



- FY 2018-19 General Fund Preliminary Year-End Results
- Other Funds to Highlight
- Adopted FY 2019-20 General Fund Budget Summary
- FY 2019-20 General Fund First Quarter Revenue
- FY 2019-20 General Fund First Quarter Expenditures
- Vacancy Report

# FY 2018-19 General Fund Preliminary Year-End Results



## Major General Fund Revenues

Revenue Source	FY 18-19 Amended Budget	FY 18-19 Actuals	% Received
Sales Tax	\$ 51,280,000	\$ 51,321,860	100.1%
Sales Tax (Measure X)	15,000,000	13,636,350	90.9%
Property Tax	36,176,616	37,309,791	103.1%
Property Tax In-Lieu of VLF	32,643,085	32,897,695	100.8%
Utility Users' Tax	23,100,000	22,655,737	98.1%
Business License	12,800,000	13,115,518	102.5%
Hotel Visitors Tax	9,300,000	9,414,661	101.2%
<b>Subtotal Major GF Revenues (69% of total GF Revenue)</b>	<b>\$ 180,299,701</b>	<b>\$ 180,351,613</b>	<b>100.0%</b>

# FY 2018-19 General Fund Preliminary Year-End Results



Revenue Source	FY 18-19 Amended	FY 18-19 Actuals	% Received
Jail Revenue	\$ 16,048,750	\$ 15,523,216	96.7%
Commercial Cannabis	625,000	218,345	34.9%
Adult-Use Retail Cannabis	5,500,000	7,076,693	128.7%
Medical Marijuana Tax	1,500,000	1,084,157	72.3%
Plan Checks*	3,116,950	3,342,436	107.2%
<b>Subtotal Other Key Revenues (10% of total GF Revenue)</b>	<b>\$ 26,790,700</b>	<b>\$ 27,244,847</b>	<b>101.7%</b>
Top Six GF Revenues (69% of total GF Revenue)	180,299,701	180,351,613	100.0%
Other GF Revenues** (21% of total GF Revenue)	55,856,881	61,548,559	110.2%
<b>Total Revenues</b>	<b>\$ 262,947,282</b>	<b>\$ 269,145,019</b>	<b>102.4%</b>

*\*Includes Building (\$2.5M), Electrical (\$256K), Plumbing (\$119.5K), & Mechanical (\$207K)*

*\*\*Includes Southern California Edison Rebate (\$1.1M)*

# FY 2018-19 General Fund Preliminary Year-End Results



Revenue Source	FY 18-19 Amended Budget	FY 18-19 Actuals	Variance Actuals vs. Budget
Sales Tax	\$ 51,280,000	\$ 51,321,860	\$ 41,860
Sales Tax (Measure X)	15,000,000	13,636,350	(1,363,650)
Property Tax	36,176,616	37,309,791	1,133,175
Property Tax In-Lieu of VLF	32,643,085	32,897,695	254,610
Utility Users' Tax	23,100,000	22,655,737	(444,263)
Business License	12,800,000	13,115,518	315,518
Hotel Visitors Tax	9,300,000	9,414,661	114,661
<b>Subtotal Major GF Revenues (69% of total GF Revenue)</b>	<b>\$ 180,299,701</b>	<b>\$ 180,351,613</b>	<b>\$ 51,912</b>
Other General Fund Revenues	82,647,581	88,793,406	6,145,825
<b>Total Revenues</b>	<b>\$262,947,282</b>	<b>\$ 269,145,019</b>	<b>\$ 6,197,737</b>
Less Appropriations Approved by City Council:			
		<i>July 16th - Recognized Deposit Revenue</i>	(399,000)
		<i>Sept. 17th - Preliminary Revenue Results</i>	(4,000,000)
		<i>October 1st - Southern California Edison Rebate</i>	(1,167,684)
		<b>Anticipated Excess Revenue</b>	<b>\$ 631,053</b>

# FY 2018-19 General Fund Preliminary Year-End Results



CITY OF SANTA ANA

Department	FY 18-19 Amended Budget	FY 18-19 YE Projection (as of Oct 30)	(Over)/Under Budget Projection
City Manager's Office	\$ 2,536,336	\$ 2,536,336	\$ 0
Legislative	451,615	448,941	2,674
Non-Departmental	4,782,655	4,782,655	0
Transfers	12,306,584	11,908,487	398,097
Clerk of the Council	1,399,242	1,306,248	92,994
City Attorney's Office	3,483,373	3,312,444	170,929
Human Resources	1,769,412	1,699,480	69,932
Finance	6,024,227	5,991,155	33,073
Bowers Museum	1,476,130	1,472,784	3,346
Park, Recreation, & Library	21,358,360	20,626,643	731,717
Police Department	132,099,795	132,069,752	30,043
Fire Department	52,129,291	51,870,917	258,374
Planning & Building	12,753,957	11,915,890	838,067
Public Works	10,232,494	9,971,933	260,561
Community Development	1,582,766	1,353,596	229,170
<b>Total:</b>	<b>\$ 264,386,238</b>	<b>\$ 261,267,259</b>	<b>\$ 3,118,979</b>
<i>Less Carry Forwards approved by City Council on Sept. 17th</i>			<i>(1,126,400)</i>
<b>Anticipated FY 18-19 Expense Savings</b>			<b>\$ 1,992,579</b>

# Other Funds to Highlight



# Other Funds to Highlight



## FY 2018-19-Preliminary

AMES Fund	
Beginning Spendable Fund Balance	\$ 1,716,567
FY 18-19 Revenues	\$ 858,995
Less: FY 18-19 Expenditures	\$ 350,667
FY 18-19 YE Estimated Fund Balance	\$ 2,224,895

## FY 2019-20 Adopted

AMES Fund	
Beginning Spendable Fund Balance	\$ 2,224,895
FY 19-20 Budgeted Revenues	\$ 600,000
Less: FY 19-20 Budgeted Expenditures	\$ 2,415,120
FY 19-20 Estimated Fund Balance	\$ 409,775

**FY 19-20 Estimated Fund Balance \$409,775**

*Note: For purpose of this discussion Spendable Fund Balance = Current Assets minus Current Liabilities*





# Other Funds to Highlight

## FY 2018-19-Preliminary

Water Fund	
Beginning Spendable Fund Balance	\$ 33,210,082
FY 18-19 Revenues	\$ 57,906,751
Less: FY 18-19 Expenditures	\$ 50,975,440
FY 18-19 YE Estimated Fund Balance	\$ 40,141,393

## FY 2019-20 Adopted

Water Fund	
Beginning Spendable Fund Balance	\$ 40,141,393
FY 19-20 Budgeted Revenues	\$ 56,110,100
Less: FY 19-20 Budgeted Expenditures	\$ 59,265,480
FY 19-20 Estimated Fund Balance	\$ 36,986,013

## FY 2018-19-Preliminary

Gas Tax Fund	
Beginning Spendable Fund Balance	\$ 14,507,705
FY 18-19 Revenues	\$ 13,879,580
Less: FY 18-19 Expenditures	\$ 7,473,731
FY 18-19 YE Estimated Fund Balance	\$ 20,913,554

## FY 2019-20 Adopted

Gas Tax Fund	
Beginning Spendable Fund Balance	\$ 20,913,554
FY 19-20 Budgeted Revenues	\$ 14,421,080
Less: FY 19-20 Budgeted Expenditures	\$ 14,639,060
FY 19-20 Estimated Fund Balance	\$ 20,695,574

*Note: For purpose of this discussion Spendable Fund Balance = Current Assets minus Current Liabilities*

# Other Funds to Highlight



## FY 2018-19-Preliminary

Parking Fund	
Beginning Spendable Fund Balance	\$ 3,536,544
FY 18-19 Revenues	\$ 4,102,631
Less: FY 18-19 Expenditures	\$ 6,503,066
FY 18-19 YE Estimated Fund Balance	\$ 1,136,109

## FY 2019-20 Adopted

Parking Fund	
Beginning Spendable Fund Balance	\$ 1,136,109
FY 19-20 Budgeted Revenues	\$ 4,346,070
Less: FY 19-20 Budgeted Expenditures	\$ 6,527,720
FY 19-20 Estimated Fund Balance	\$ (1,045,541)

## FY 2018-19-Preliminary

SA Regional Transportation Center Fund	
Beginning Spendable Fund Balance	\$ (873,892)
FY 18-19 Revenues	\$ 398,156
Less: FY 18-19 Expenditures	\$ 1,417,170
FY 18-19 YE Estimated Fund Balance	\$ (1,892,906)

## FY 2019-20 Adopted

SA Regional Transportation Center Fund	
Beginning Spendable Fund Balance	\$ (1,892,906)
FY 19-20 Budgeted Revenues	\$ 767,600
Less: FY 19-20 Budgeted Expenditures	\$ 1,849,020
FY 19-20 Estimated Fund Balance	\$ (2,974,326)

Note: For purpose of this discussion Spendable Fund Balance = Current Assets minus Current Liabilities

# Other Funds to Highlight



## FY 2018-19-Preliminary

Liability Fund	
Beginning Spendable Fund Balance	\$ 13,648,467
FY 18-19 Revenues	\$ 9,240,503
Less: FY 18-19 Expenditures	\$ 11,372,073
FY 18-19 YE Estimated Fund Balance	\$ 11,516,897

## FY 2019-20 Adopted

Liability Fund	
Beginning Spendable Fund Balance	\$ 11,516,897
FY 19-20 Budgeted Revenues	\$ 8,898,910
Less: FY 19-20 Budgeted Expenditures	\$ 16,818,620
FY 19-20 Estimated Fund Balance	\$ 3,597,187

## FY 2018-19-Preliminary

Workers Comp. Fund	
Beginning Spendable Fund Balance	\$ 9,207,602
FY 18-19 Revenues	\$ 8,000,092
Less: FY 18-19 Expenditures	\$ 10,570,780
FY 18-19 YE Estimated Fund Balance	\$ 6,636,914

## FY 2019-20 Adopted

Workers Comp. Fund	
Beginning Spendable Fund Balance	\$ 6,636,914
FY 19-20 Budgeted Revenues	\$ 9,534,050
Less: FY 19-20 Budgeted Expenditures*	\$ 9,481,420
FY 19-20 Estimated Fund Balance	\$ 6,689,544

\*Pending results of cost allocation study

Note: For purpose of this discussion Spendable Fund Balance = Current Assets minus Current Liabilities

# FY 2019-20 Budget Overview

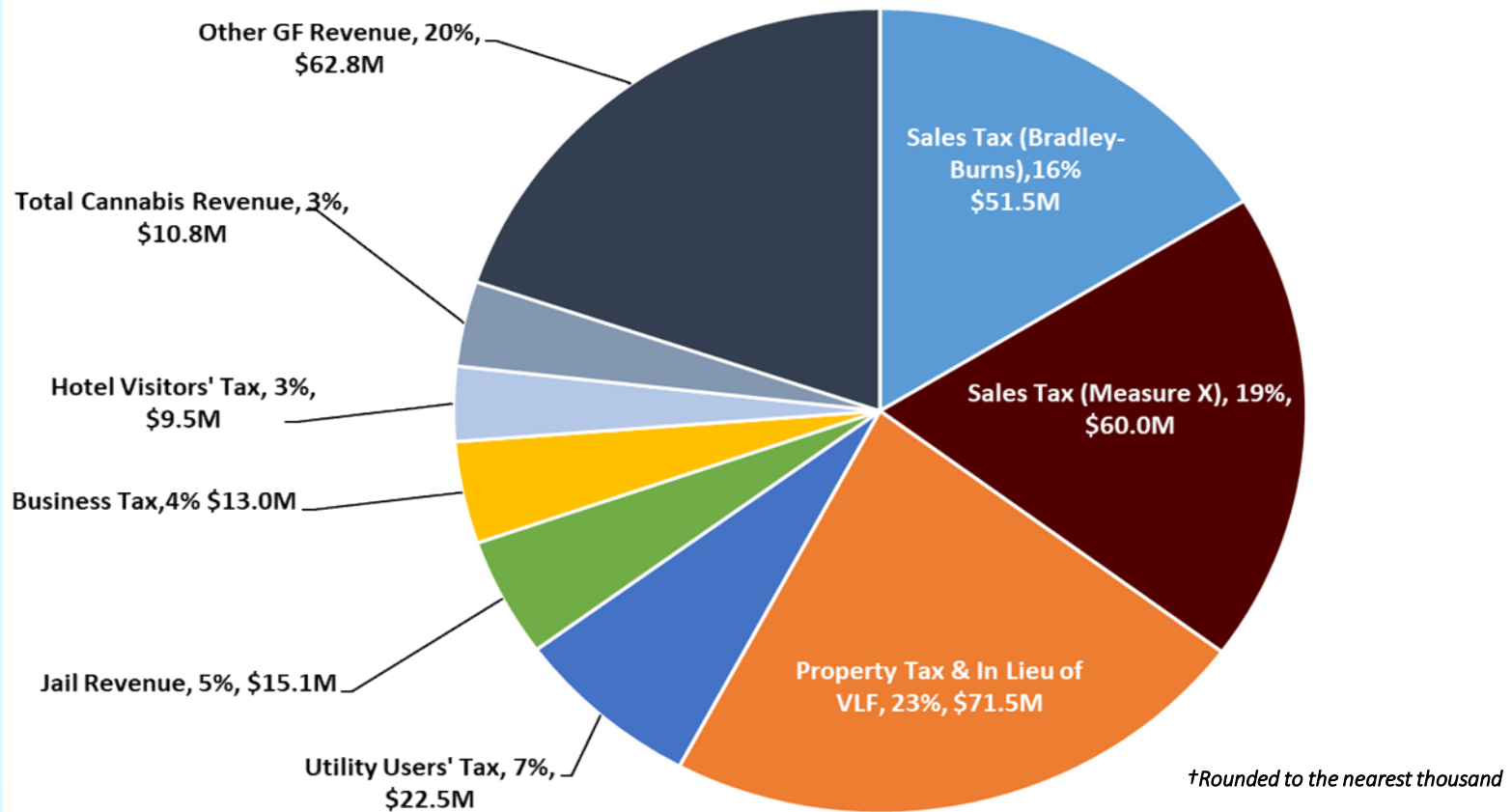




# Adopted FY 2019-20

## General Fund Revenue: \$316.7M

CITY OF SANTA ANA

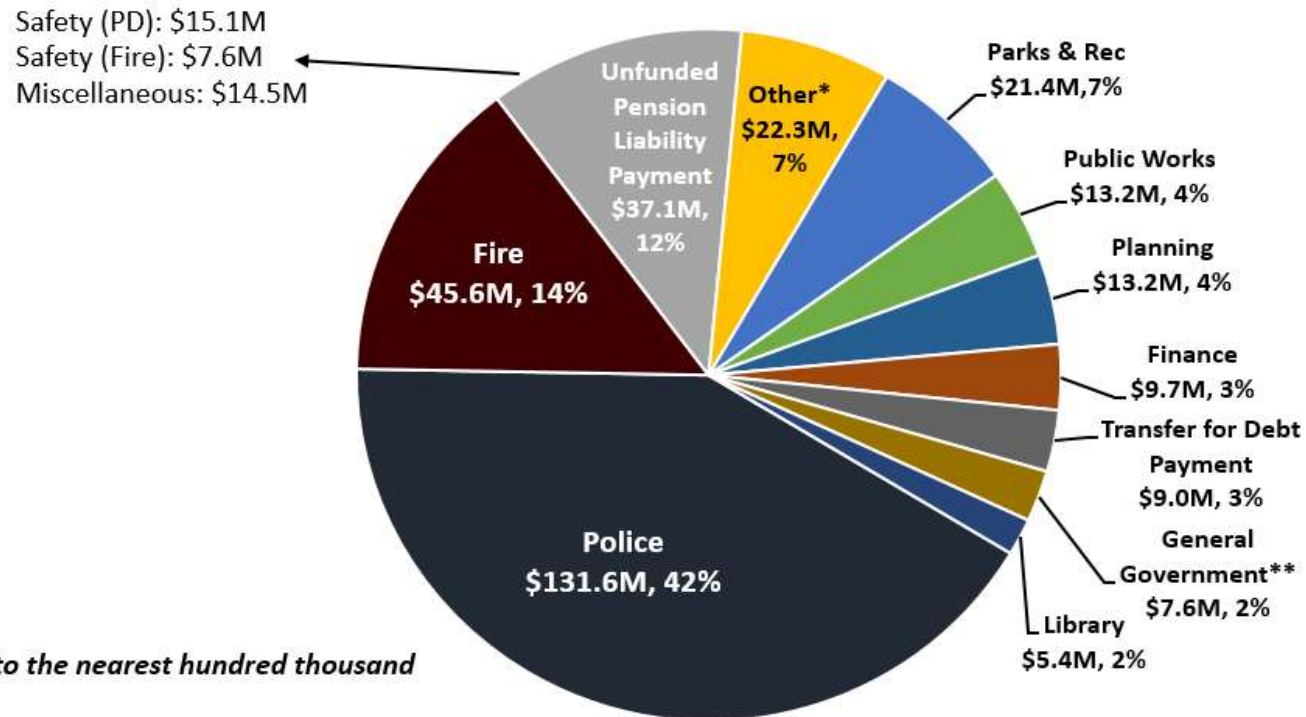




# Adopted FY 2019-20

## General Fund Expenditure: \$316.1M

CITY OF SANTA ANA



*\*Rounded to the nearest hundred thousand*

*\* Other includes: Transfer to Cannabis (\$6.2M), Strategic Plan (\$2.5M), Civic Center (\$1.2M) & Loan Repayment to WC (\$0.3M), Non-Dept. (\$4.9M), CDA (\$3.3M), HR (\$2.5M), & Bowers (\$1.5M)*

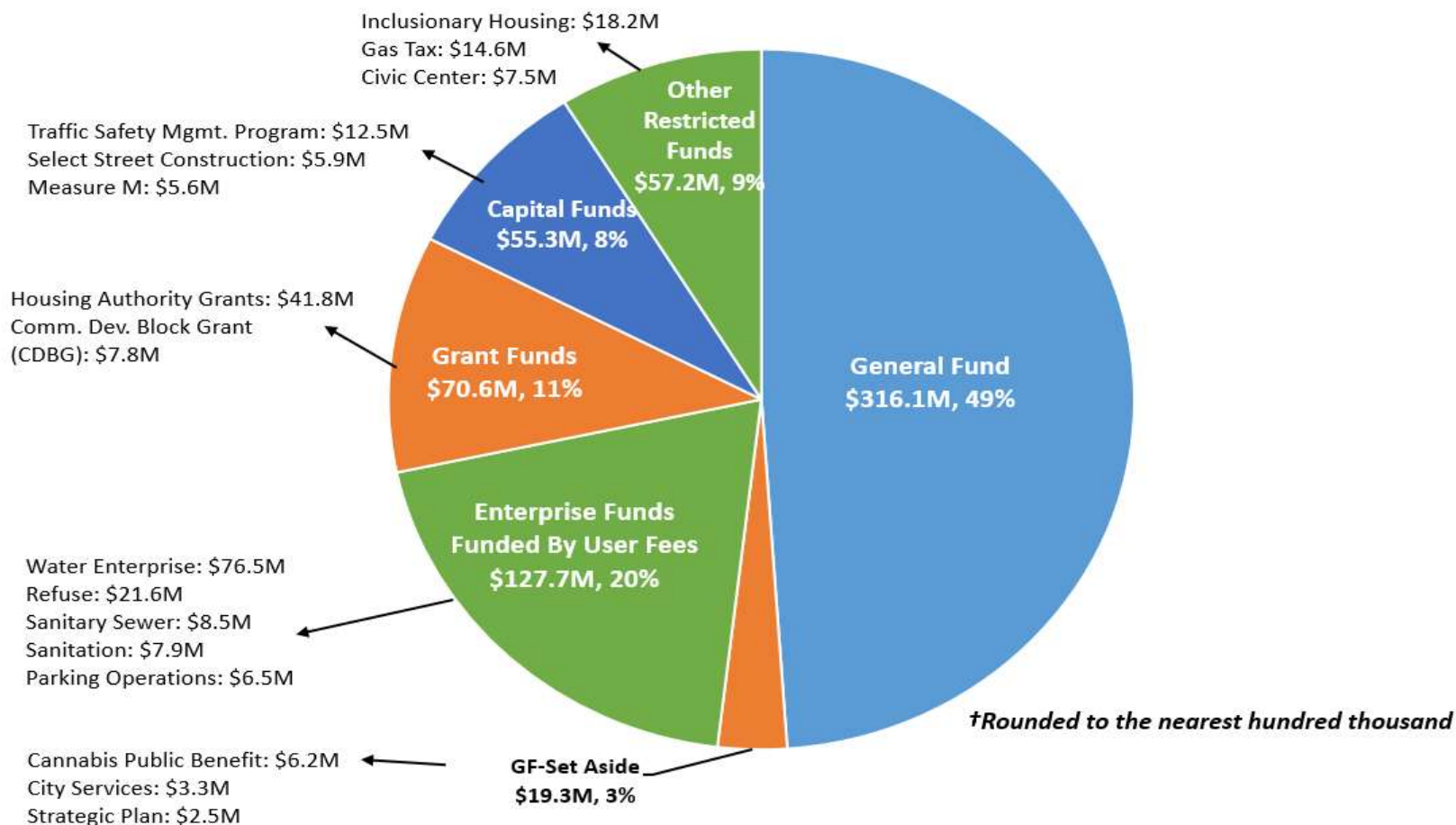
*\*\* General Government includes: City Attorney (\$3.2M), City Manager (\$2.2M), Clerk (\$1.7M) & Legislative (\$0.5M)*



# Adopted FY 2019-20

## Citywide Budget: \$646.2M

CITY OF SANTA ANA





# FY 2019-20 Budget Highlights

- Increased Park Maintenance by \$2.6 million, including City parks, facilities & tree replacement
- Established the Cannabis Public Benefit Fund with \$6.2 million budget
- 62 Additional full-time employees to provide services, including:
  - Parks, Recreation, Community Services/Library – 15 positions (including Library Director and two additional Librarians)
  - Public Works Agency – 22 positions (including positions for Quality of Life Team)
  - Added four new Code Enforcement Officers
  - Added Police Department staff to allow officers more time in the field
- Homeless Cleanup funding for contracts and vehicles
- Allocated funding to plan for and begin to establish a Justice Center as well as for the Universal Legal Defense and Rental Assistance
- Police Department budget enhanced with technology and more aggressive recruitment efforts



# Other FY 2019-20 Initiatives



- Work with the Youth Commission to help program \$3.1 million of Cannabis revenue set-aside for Youth Services (e.g. Teen Space, tutoring for all school aged youth, internship program, Catalina youth program, youth bookmobile, etc.)
  - September 17 – City Council added \$1.0 million for the set aside
- Establish Library Department as a stand-alone agency to provide state-of-the-art programs and expanded hours
- Soft launch of the new and improved City mobile application
- Identified resources to provide \$2.5 million of additional pavement repair
- Use proposed FY 2019-20 resources to improve crime statistics communication, develop a Police dashboard, and aggressively advertise for police recruiting
- Developed a homeless strategic plan that includes a four step action plan

# FY 2019-20 1<sup>ST</sup> Quarter Results



# FY 2019-20 General Fund Major Revenue Trends



Revenue Source	5 Year Trend*	FY 18-19 Actuals	FY 19-20 Adopted Budget
Sales Tax		\$ 51,321,860	\$ 51,509,900
Sales Tax (Measure X)	N/A	13,636,350	60,000,000
Property Tax/Property Tax In-Lieu of VLF		70,207,486	71,513,700
Utility Users' Tax		22,655,737	22,500,000
Business License		13,115,518	13,000,000
Hotel Visitors Tax		9,414,661	9,500,000
<b>Subtotal Major GF Revenues (72% of total GF Revenue)</b>		<b>\$180,351,613</b>	<b>\$228,023,600</b>

Other General Fund Revenues (28% of total GF Revenue)	88,654,440
<b>Total Revenues</b>	<b>\$316,678,040</b>

\*5-Year Trend FY 2015-16 thru FY 2019-20

# FY 2019-20 General Fund 1<sup>st</sup> Quarter Results



## Major General Fund Revenues

Revenue Source	FY 19-20 Adopted Budget	FY 19-20 1 <sup>st</sup> Quarter Actuals	% Received
Sales Tax	51,509,900	4,190,813	8.1%
Sales Tax (Measure X)*	60,000,000	5,598,021	9.3%
Property Tax	37,346,100	649,011	1.7%
Property Tax In-Lieu of VLF**	34,167,600	-	0.0%
Utility Users' Tax	22,500,000	4,087,222	18.2%
Business License	13,000,000	832,630	6.4%
Hotel Visitors Tax	9,500,000	2,043,836	21.5%
<b>Subtotal Major GF Revenues</b>	<b>228,023,600</b>	<b>17,401,532</b>	<b>7.6%</b>
Other General Fund Revenues	88,654,440	10,451,074	11.8%
<b>Total Revenues</b>	<b>316,678,040</b>	<b>27,852,606</b>	<b>8.8%</b>

\*Includes \$1.2M Attributable to April - June 2019

\*\*Property Tax In-Lieu of VLF received in January & May

# FY 2019-20 General Fund 1<sup>st</sup> Quarter Results



CITY OF SANTA ANA

Other GF Revenue	FY 19-20 Adopted Budget	FY 19-20 1st Quarter Actuals	% Received
Jail Revenue	\$ 15,126,700	\$ 1,211,616	8.0%
Commercial Cannabis*	1,480,000	76,134	5.1%
Adult-Use Retail Cannabis	7,750,000	1,302,412	16.8%
Medical Marijuana Tax	1,600,000	68,840	4.3%
Plan Checks**	3,524,700	367,758	10.4%
<b>Subtotal Other Key Revenues (11% of Total GF Budget)</b>	<b>\$ 29,481,400</b>	<b>\$ 3,026,760</b>	<b>10.3%</b>
Major GF Revenues	228,023,600	17,401,532	7.6%
Other General Fund Revenues	59,173,040	7,424,314	12.5%
<b>Total Revenues</b>	<b>\$ 316,678,040</b>	<b>\$ 27,852,606</b>	<b>8.8%</b>

Revenue 3-Year Average Cumulative
Quarter 1 10%
Quarter 2 34%
Quarter 3 62%
Quarter 4 100%

\*Includes Cultivation (800K), Distribution (110K), Manufacturing (240K) & Testing (330K)

\*\*Includes Building (2.7M), Electrical (355K), Plumbing (282.9K), & Mechanical (186K)

# General Fund

## 1<sup>st</sup> Quarter Expenditure



CITY OF SANTA ANA

Department	FY 19-20 Budget	FY 19-20 1st Qtr. Actuals	% Expended
City Manager	\$ 2,206,270	\$ 353,328	16%
Legislative	502,170	93,695	19%
Non-Departmental	41,936,880	9,529,943	23%
Transfers	19,161,780	5,040,445	26%
Clerk of the Council	1,682,560	194,853	12%
City Attorney's Office	3,219,780	616,999	19%
Human Resources	2,490,360	382,227	15%
Finance & Management Services	9,671,190	1,945,678	20%
Library	5,414,880	1,120,264	21%
Bowers Museum	1,473,430	364,157	25%
Parks and Recreation Services Agency	21,421,910	3,796,556	18%
Police Department	131,568,820	29,469,459	22%
Fire Department	45,640,920	15,038,285 <small>(includes 1 mo. advanced payment)</small>	33%
Planning & Building Agency	13,227,380	2,444,055	18%
Public Works Agency	13,155,830	2,573,587	20%
Community Development Agency	3,353,520	318,070	9%
<b>TOTAL GENERAL FUND</b>	<b>\$ 316,127,680</b>	<b>\$ 73,281,603</b>	<b>23%</b>

Expenditures 3-Year Average Cumulative
Quarter 1 24%
Quarter 2 49%
Quarter 3 74%
Quarter 4 100%

*\*Includes estimated Internal Charges, pending cost allocation study*

# FY 2019-20 General Fund 1<sup>st</sup> Vacancy Report



CITY OF SANTA ANA

Department	FY 19-20 Funded Positions	GF Vacancies	Non-GF Vacancies	Total Funded Vacancies
City Manager's Office	10	4	0	4
City Attorney's Office	15	3	0	3
Clerk of the Council	5	0	0	0
Community Development	47	1	3	4
Finance & Management Services	68	9	3	12
Information Technology	24	0	10	10
Human Resources	27	1	2	3
Planning Building	72	16	2	18
Police Department	598	40	0	40
PRCSA	62	13	0	13
Library	26	5	1	6
Public Works Agency	224	8	60	68
<b>Total</b>	<b>1178</b>	<b>100</b>	<b>81</b>	<b>181</b>

# THANK YOU!



CITY OF SANTA ANA